

Pre-Qualification Tender R-13/2023 **for the Supply of a SCADA System**

Mekorot Water Company Ltd. (“**Mekorot**”) hereby invites bidders to pre-qualify for the supply of a SCADA (Supervisory Control and Data Acquisition) system.

A copy of the Pre-Qualification Tender Documents can be obtained free of charge using the "SourcingVision" system (the "**SV System**"). For registration and receipt of a link to the SV System by email a Bidder may self-register using the following [link](#), or by completing a registration form on Mekorot's website, www.mekorot.co.il, under the heading “Tenders”, and clicking on this pre-qualification tender title. Alternatively, a bidder may contact Mr. Lishai Ganon at lganon@Mekorot.co.il to obtain a registration form.

Upon registration, an email will be sent with a username, password and a link enabling access to the SV System, for obtaining a copy of the Pre-Qualification Tender Documents and notices and clarifications by Mekorot (if any), as well as the submission of a Proposal via the SV System.

The Tender Documents will also be available for viewing at Mekorot Building, 9 Lincoln Street, Tel Aviv, Israel, subject to an appointment to be scheduled in advance by telephone number +972-73-3521646.

PRE-QUALIFICATION CRITERIA

1 Identity of the Bidder

1.1 “Bidder” – the Bidder must be one of the following entities:

- a. An Israeli manufacturer of the Proposed SCADA System.
- b. A foreign manufacturer of the Proposed SCADA System with an Israeli Representative. It is clarified that a foreign manufacturer without an Israeli Representative is not eligible to submit a Proposal.
- c. An authorised Israeli representative of a foreign manufacturer of the Proposed SCADA System (the “**Israeli Representative**”).

1.2 Administrative Preconditions for the Manufacturer of the Proposed SCADA System

1.2.1 The manufacturer is a corporation in existence for at least 15 years prior to the Submission Deadline and has operated on a continual basis during the past 15 years in the field of developing SCADA Systems.

1.2.2 The manufacturer must have a minimum turnover: on each of the years 2019, 2020 and 2021, the turnover of the manufacturer (income not including VAT) that stemmed from sales of licences and services for SCADA Systems, of at least NIS 60,000,000 (sixty million). For this purpose, the exchange rate for NIS will be the exchange rate published on the date of publication of this Pre-Qualification Tender.

1.2.3 The latest audited financial statements of the manufacturer do not include a “going concern” note.

1.2.4 The manufacturer has an Israeli Representative.

1.2.5. The manufacturer has a development centre in one or more of the OECD Countries. The manufacturer provides development services of the Proposed SCADA System in such development centre and in such regard directly employs, as of the Submission Deadline, at least 20 employees in a development role.

For the purpose of satisfying the preconditions in section 1.2.1 and section 1.2.5 only, the manufacturer of the Proposed SCADA System is entitled to base its experience and activity on that of its direct Subsidiary/Parent/Sister Company or Acquired Company.

1.3 Administrative Preconditions for the Israeli Representative of a Foreign Manufacturer of the Proposed SCADA System

1.3.1 The Israeli Representative has represented the foreign manufacturer of the Proposed SCADA System and is authorised to market the manufacturer's SCADA system and to provide ongoing support and maintenance services for the system during at least the last 5 years immediately prior to the Submission Deadline.

1.3.2 The Israeli Representative must have a minimum turnover: on each of the years 2019, 2020 and 2021, the turnover of the Israeli Representative (income not including VAT) that stemmed from sales in the field of command and control exclusively, was at least NIS 10,000,000 (ten million).

1.3.3 The latest audited financial statements of the Israeli Representative do not include a "going concern" note.

1.3.4 As of the Submission Deadline, the Israeli Representative directly employs at least 25 employees, and has an engineering department comprising at least 3 engineers with experience in the field of command and control directly employed over the last 3 years immediately prior to the Submission Deadline.

For the purpose of satisfying the preconditions in section 1.3.1 only, the Israeli Representative is entitled to base its experience and activity on that of its Subsidiary/Parent/Sister Company or Acquired Company.

1.4 Administrative Preconditions for the Pre-Qualification Bidder

1.4.1 The Bidder is an active corporation, duly incorporated in the State of Israel or in the jurisdiction of its incorporation.

1.4.2 For Israeli Bidders only - The Bidder is required to be an authorised trader who fulfils the statutory bookkeeping and tax payments as required by law.

1.5 Professional Preconditions for the Manufacturer of the Proposed SCADA System

1.5.1 As of the Submission Deadline, the manufacturer of the Proposed SCADA System has granted at least 10,000 licences for the Proposed SCADA System.

1.5.2 As of the Submission Deadline, the manufacturer of the Proposed SCADA System provides directly or indirectly, technical support with immediate response services in English (up to an hour) 24/7/365 by telephone, email etc., for the purpose of providing help for fixing faults and problems which arose in connection with operating the Proposed SCADA System or other SCADA systems developed by the manufacturer. The support services must have been active for at least 10 years prior to the Submission Deadline.

1.6 Professional Preconditions for the Israeli Representative of the Foreign Manufacturer of the Proposed SCADA System

1.6.1 As of the Submission Deadline, the Israeli Representative provides, either directly or indirectly, technical support services by phone, email etc. for the purpose of providing help for fixing faults and problems which have arisen while operating the Proposed SCADA System.

1.6.2 The Israeli Representative sold licences for the Proposed SCADA System for at least one project in Israel implemented during the last 5 years immediately prior to the Submission Deadline.

1.7 Professional Preconditions relating to the Proposed SCADA System

1.7.1 The Proposed SCADA system is a Commercial Off-the-Shelf Product.

1.7.2 The Proposed SCADA System is in use in over 100 projects for 100 different customers, where each project is for a scope of at least 300 RTUs and at least 50,000 Tags.

1.7.3 The Proposed SCADA System has an open API (as defined above) for interfacing with 3rd

party systems including a secure identification interface and encrypted communications.

1.7.4 As of the Submission Deadline, the Proposed SCADA System supports the reading and writing in the following types of communication protocols: Modbus/TCP, OPC UA, OPC DA, DNP3.

1.7.5 The Proposed SCADA System supports databases with the following properties:

1.7.5.1 The database proposed as part of the System has been installed for at least 5,000 different installations.

1.7.5.2 The database proposed as part of the System supports the following access interfaces: ODBC, OLE DB, OPC, REST API. In addition, the database supports SQL language and storage and/or retrieving data in the formats XML and/or JSON.

1.7.5.3 The database proposed as part of the System is capable of handling at least 500,000 Tags, processed, on average, once per minute and stored for 10 years.

1.7.5.4 The database proposed as part of the System enables archiving the data at a speed of at least 20,000 Tags per second.

1.7.5.5 The database proposed as part of the System enables the retrieving of data at a speed of at least 100,000 records per second.

1.7.5.6 The database proposed as part of the System fully supports the storage and processing of the hierarchical data.

1.7.6 The Proposed SCADA System has full compatibility with the Windows 64-bit system version Windows Server 2016 and 2019 for servers and full compatibility with Windows 10 and 11 Professional and enterprise editions for workstations.

1.7.7 The Proposed SCADA System has the capability for ongoing updating versions with improvements and new functionality (not only bug fixes) and the latest version of the System published during the last two years immediately prior to the Submission Deadline.

1.7.8 The Proposed SCADA System has the full capability to develop projects in Hebrew – including menus in Hebrew, support of writing from right-to-left, editing text including text in different components (the names of objects, alerts, messages, HMI screens, strings values of Tags and within graphs).

1.7.9 The Proposed SCADA System supports workstations in the following configurations: Desktop Client, RDP and Web.

1.7.10 The Proposed SCADA System provides operational continuity with a level of credibility and availability of 99.999% ("five nines").

1.7.11 The Proposed SCADA System can support at least 3,000 RTUs.

1.7.12 The Proposed SCADA System is capable of supporting 1,000,000 Tags per application.

1.7.13 The Proposed SCADA System has, as of the Submission Deadline, at least two integrators in Israel, each of whom employs at least two employees certified by the manufacturer or the Israeli Representative to implement the system.

The deadline for submitting Proposals in the Pre-Qualification Tender Round is **4 April 2023 at 12 noon (Israel time)** (the "**Submission Deadline**").