

## APPENDIX B

### Financial Proposal

#### Tender for the Design, Fabrication, Supply, Delivery, Erection, Commissioning, Testing and Warranting of Electrified Rubber Tired Cranes, Additional Services and Spare Parts

Tender No. 3018/TZ/21

Proposer: \_\_\_\_\_

Currency: Euro\*

1. We, the undersigned, hereby offer, subject to the Proposal Documents, as defined in the IFP, our Financial Proposal for the design, fabrication, supply, delivery, erection, commissioning, testing and warranting of Six (6) Electrified Rubber Tired Cranes including nine (9) electrical spreaders and stationary busbar system and including, *inter alia*, Warranty, Extended Warranty and Service Company as set forth in Clauses 1.9, Appendix A, Section A and in the Agreement, Basic Training as set forth in Clause 1.6, Appendix A, Section A and in the Agreement ('Training of Operators and Maintenance Personnel') and Technical Support as set forth in Clause 1.8, Appendix A, Section A and in the Agreement:

**1.1. Supply of Four (4) E-RTG Cranes with six (6) electrical spreaders \_\_\_\_\_ EURO.**

**1.2. Supply of Two (2) E-RTG Cranes with three (3) electrical spreaders and with remote operation including Two (2) RCS and including Two (2) RCM in according to the options specified on para. 10.4, 10.5 and 10.6 in Appendix A, section A \_\_\_\_\_ EURO.**

**1.3. Supply of Stationary busbar system for eight (8) blocks at Quay21 as specified In Appendix A, section A1 \_\_\_\_\_ EURO.**

**The Tender Committee shall be entitled to disqualify a Proposal in the event the Proposer did not indicate within its Financial Proposal all prices under this document.**

2. **Optional features:**

No.	Subject	Quantity	Price per unit (Euro)
1.	Electrical spreader according to appendix A, Section A2	48	

2.	Spreader Headblock according to the specifications on para. 4.5 in Appendix A, Section A	2	
3.	Diesel Generator power unit in according to the specifications on para. 10.1 in Appendix A, section A	6	
4.	Auxiliary diesel generator in according to the specifications on para. 10.2 in Appendix A, section A	6	
5.	Additional stationary busbar system for new blocks in according to the specifications on para. 10.3 in Appendix A, section A	8	
6.	Remote operation in according to the specifications on para. 10.4 in Appendix A, section A	4	
7.	Remote control station (RCS) in according to the specifications on para. 10.5 in Appendix A, section A	6	
8.	Remote management station (RCM) in according to the specifications on para. 10.6 in Appendix A, section A	2	
9.	Supervised automatic moves in according to the specifications on para. 10.7.1 in Appendix A, section A	6	
10.	Automatic pick and place inside the stack in according to the specifications on para. 10.7.2 in Appendix A, section A	6	
11.	Automatic Gantry in according to the specifications on para. 10.7.3 in Appendix A, section A	6	
12.	OCR and damage recording system in according to the specifications on para. 10.8 in Appendix A, section A	6	
13.	Access control (ACS) system in according to the specifications on para. 10.9 in Appendix A, section A	6	
14.	Portable crane test bench in according to the specifications on para. 10.10 in Appendix A, section A	1	

Proposers must submit prices to **all** Optional features. APC may disqualify Proposer which will not submit prices to all items above.

3. Our Financial Proposal for **Optional Spare Parts** is attached hereto as **Attachment B1**.

4. **Optional Technical Support**, as set forth in Clause 1.9, Appendix A, and in the Agreement:

**Mechanical Technical Support** – Euro \_\_\_\_\_ per one (1) month.

**Electrical Technical Support** – Euro \_\_\_\_\_ per one (1) month.

5. **Optional Extended Training** as set forth in Clause 1.9, Appendix A, and in the Agreement:

a. For 10 days maintenance training of APC's **Mechanical technicians** - at APC's premises – \_\_\_\_\_ Euro per one (1) day of training.

Air fare, hotels and per diem expenses of Supplier personnel to be borne by Supplier.

b. For 10 days maintenance training of APC's **Electrical technicians** - at APC's premises– \_\_\_\_\_ Euro per one (1) day of training.

Air fare, hotels and per diem expenses of Supplier personnel to be borne by Supplier.

6. Euro 1 Form/ U.S. Certificate of Origin: yes/ no

\* In the event the prices in a Proposal shall be denominated in a currency other than Euro, those prices shall be converted by APC to Euro, according to representative rate published by the Bank of Israel at the last date set for submission of the applicable Financial Proposals (Stage Two Deadline or Best & Final submission deadline, as applicable) as specified in the IFP.

The Financial Proposal may be rejected if not **all** breakdown prices are provided as required and/or if any document required to be included within the Financial Proposal is not submitted.

Date: \_\_\_\_\_

Signature & Stamp: \_\_\_\_\_