



Ashdod Port Company  
Israel's port

Logistics and Engineering | Equipment Department | Machine Engineering Unit

**Request for information (RFI) about implementation of a technological system to perform predictive maintenance on the port cranes**  
**3031/BD/21**

1. General:

Ashdod Port Company Ltd. (henceforth: “**the ordering party**” and/or “**the Port Company**”) is requesting, pursuant to Regulation 14a of the Mandatory Tenders Regulations, 5753-1993, to receive information from suppliers with knowledge and experience about implementation of predictive maintenance technologies on the port’s cranes (henceforth: “**predictive maintenance**”) based on the ability to monitor and identify problems in the crane systems, such as elevation systems, transport systems, etc., by measuring parameters such as shaking, temperature, noise, engine rotation speed, magnetic flux, etc. The system should be able to perform data analysis and to provide alerts on any changes or deviations according to preliminary analysis and characterization and machine learning tools. Based on the data analysis the system will be required to recommend required maintenance or further activity (henceforth: “**the request**” and/or “**RFI**”).

All of the above is in the framework of a preliminary process of entering into a contractual engagement through a public tender or another process of obtaining the aforementioned services, at the sole discretion of the Port Company.

2. Background:

Ashdod Port Company operates a large number of cranes that are used to load and unload containers to and from containers ships. These cranes require preventative maintenance and fracture maintenance. Ashdod Port Company would like to improve the maintenance process on the port’s cranes and make it more efficient, by integrating predictive maintenance technology in the existing electromechanical systems, such as engines, gears, transport systems, etc.

In this context, Ashdod Port Company is requesting to receive information from suppliers who have experience with performing installation and integration of predictive maintenance systems in factories and similar work environments. This is part of a preliminary process to enter into a contractual engagement through a public tender or another related process to locate companies that meet the requirements described in this document.

3. Information to be included in the response:

- 3.1. Details of the party responding to the RFI as described in Appendix A of the RFI;
- 3.2. Marketing or advertising material of the party responding to the RFI – as the party sees fit to submit to the Port;
- 3.3. An overview of the existing measurement components to perform predictive maintenance (meters for temperature, noise, speed, shaking, etc.);
- 3.4. An overview of the measurement data collection method (Wi-Fi, cellular, cloud, etc.);
- 3.5. An overview of the activity analysis tool (for performing maintenance for ongoing work) including Machine Learning;
- 3.6. Presentation of three case studies that were performed by the party responding to the RFI, to be detailed as follows:
  - Description of the problem that required a solution (it is not necessary to include the names of the companies that encountered this problem)
  - Which measurement components were implemented in the project and how was the data collected and displayed



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- How were the data analysis tools for performing activity (maintenance for ongoing work) utilized.
  - Was the financial and/or operational benefit for the ordering party quantified? What were the results of the quantification?
4. Ashdod Port Company reserves the right to schedule a meeting with the parties who responded to the RFI in order to receive any missing information and more details.
  5. For clarity's sake, this is only a preliminary request for information. It does not constitute a phase of any kind of contractual relationship with the parties responding to the RFI. It should be emphasized that this request does not entail a commitment by the Port Company to continue with this process, in any manner whatsoever; nor does it constitute a tender or invitation to submit proposals; and it does not constitute the establishment of a supplier database. All of the expenses involved in submission of the information will be paid by the information provider only and the information provider will not be entitled to any compensation and/or indemnification for submission of the response to this request.
  6. The Port Company is not required to use the information, in full or in part, for the purpose of preparing a tender, or for any other purpose.
  7. Transferring the information does not grant the information provider any right towards the Port Company and does not impose any obligation whatsoever on the Port Company.
  8. The Port Company will not be responsible for any payment or expense that was incurred by the information provider as a result of this request or due to any engagements that involve reviewing the information or anything else related to this matter.
  9. The Port Company will be permitted to share any information or data related to the information that was provided with any relevant person at the Port Company and also to publish, through a tender and/or any other manner, specifications or characterizations that are based on the information received during this process.
  10. If the Port Company decides to conduct any process in the future or to enter into contracts with any of those responding to this request, the Port Company is permitted to change or add conditions and requirements, at its professional discretion, according to its needs.
  11. Without derogating from the above, the Port Company is permitted, at its sole discretion, to conduct negotiations for the signing of a contract with any of the parties that responded to this RFI.
  12. The Port Company reserves the right to contact, if required, parties that responded to this RFI in order to receive missing information and clarifications. In addition, the Port Company is permitted to meet with the respondents.
  13. The Port Company is permitted, at any time, to postpone the deadline for submitting the information and also to change instructions and conditions pertaining to this process, at its sole discretion.
  14. For clarity's sake, responding to this request shall not constitute a condition for participation in a tender and/or any other process that is conducted as a result of it (if applicable) and this shall not give any advantage in such a tender or other process, to a party that responded to the request, nor shall it require that they be included in such a tender and/or other process whatsoever, or to enter into a contractual relationship whatsoever.



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15. For clarity's sake, for any information that is received by the Port Company in the framework of the RFI, as mentioned in Clause 1 above, that serves as the basis for a tender as defined in the Mandatory Tenders Regulations, 5753-1993, which was won by the information provider, Regulations 21(e) of the Mandatory Tenders Regulations, 5753-1993, shall apply with the required changes.
16. Contact person:  
The contact person for Ashdod Port Company is available for any requests for information and you can send her all inquiries and questions **only in writing**, as follows: Liat Ohayon, Tel: 08-851-7152, Fax: 08-851-7523, Email: [liato@ashdodport.co.il](mailto:liato@ashdodport.co.il)
17. How to submit a response to the RFI:  
The response should be submitted by **Thursday April 22, at 12:00 p.m.** to the email that appears in Clause 16 above.
18. Content of the response:  
18.1 Please provide the details listed in Appendix A and in Clause 3 above.  
18.2 Any information, documents and additional comments can be submitted, at the respondent's discretion.
19. Rights to the documents and response and their use  
19.1 The documents are the intellectual property of the ordering party and they are being shared for the purpose of responding to the RFI.  
19.2 The response document is the property of the information provider. Nevertheless, the ordering party has the right to use the response for any purpose related to his activity in the context of this request, as detailed above.  
19.3 The ordering party will have the right to contact the respondent again in order to receive clarifications.

Sincerely,

**Lior Vaknin, Port Mechanical Engineer**



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**Appendix A to the RFI about implementation of a technological system to perform predictive maintenance on the port cranes**

Details of the responding party:

Name of the company	
Licensed business / corporation (private company) no.	
Location of the company's offices / company's factory	
Details of the respondent's contact person, including position	
Contact details of the respondent's contact person	
Years of experience in the field	