



Ministry of Economy



*The Israel Export &
International Cooperation Institute*



Israeli Smart Energy Technologies at European Utility Week 2014

Amsterdam RAI, Pavilion no. 1.E.12

November 4th-6th 2014



Government of Israel
Embassy of Israel in the Netherlands

www.israelnewtech.gov.il

Companies Index

| | |
|---------------------------------------|---|
| AGM Communication & Control Ltd. | 4 |
| AQUA - RIMAT..... | 4 |
| CEVA..... | 5 |
| Chakratec | 5 |
| CQM | 6 |
| cVidya Networks..... | 6 |
| ECI Telecom..... | 7 |
| EnStorage | 7 |
| RADiFlow LTD | 8 |
| SwitchBee | 8 |

The National Energy and Water Program

Israel NEWTech was established in 2006 under the leadership of the Ministry of Industry, Trade and Labor and with the participation of ten government ministries and official organisations. Israel NEWTech focuses on water and energy technologies and provides an infrastructure that encourages the development of technologies in this sector.

For more information on Israel NEWTech, please visit website: www.israelnewtech.gov.il

The Israel Export & International Cooperation Institute

The Israel Export & International Cooperation Institute, founded in 1958, is supported by over 2,600 member firms, private sector bodies, and the Israeli government. The Israel Export & International Cooperation Institute promotes business relationships between Israeli exporters and overseas businesses and organisations.

Energy & Environmental Technologies Department

The IEICI's Water & Environmental Technologies Department has an intimate acquaintance with the Israeli Water, Renewable Energy & Environmental industry exporters, which includes more than 400 companies, and about 100 start-ups. It has a proven ability to identify and match suitable potential business partners, organising one-on-one business meetings and is a focal point for contacts with the government as well as with the industry. By providing a wide range of export-oriented services to Israeli companies, and complementary services to the international business community, the institute helps to build successful joint ventures, strategic alliances, and trade partnerships.

Contact:

Adi Bokobza - Business Development Manager - Cleantech & Construction

Tel: +972 3 514 2876 | Fax: +972 3 514 2881

The Israel Export & International Cooperation Institute, 29 Hamered St., Tel Aviv 68125, Israel

Email: adib@export.gov.il

www.export.gov.il

The Israeli Economic Mission to The Netherlands

The role of the Economic and commercial Department at the Israeli Embassy in the Hague is to promote business and trade relations between Israel and the Netherlands. We support this mission by promoting Business relations, Trade, Investments and cooperation between the two business communities. We aim to encourage meetings between people, and offer our matchmaking service to Israel companies who aim to do business in the Netherlands, and to Dutch companies who are interested in Europe.

Contact:

Yoram Gilady - Director, Economic and Commercial Affairs

Embassy of Israel

Tel: +31(0)70 376 0514

Fax: +31 (0)70 3760 594

Email: yoram.gilady@israeltrade.gov.il

www.israeltrade.gov.il/nl

One goal - Wide partnership

**The Israel NewTech
national program is led by:**

Ministry of Economy Foreign Trade
Administration - Investment Promotion
Center, Ministry of National Infrastructure

Members:

The Israel Export & International
Cooperation Institute | Prime Minister's
Office | Ministry of Finance | Ministry
of Foreign Affairs | Ministry of National
Infrastructure | Ministry of Environmental
Protection | Ministry of Science Culture &
Sport | Ministry of Agriculture | Ministry of
Negev and Galilee | Public Utility Authority-
Electricity | Council for Higher Education

Ministry of Economy: Office of The Chief
Scientist | The Israel Standards Institute |
Industrial Cooperation Authority | ASHRA -
The Israel Export Insurance Corp. Ltd. |
Economic Planning Administration |
Knowledge-Intensive Industry
Administration | Manpower Training and
Development Bureau



Utilities Asset Optimization & Integration

Category: Energy Efficiency, Smart Grid, Environment

Sub Category: Analyzing & Control systems, Monitoring & Control, Energy Management, Grid, Air Quality Monitoring, Water Management Systems, Distributed Control Networking, Asset Optimization

www.agm.co.il

Company activity in a nutshell

AGM is offering its knowledge and solutions in communications and control, and 33 years of experience in economical asset optimization, retrofit and upgrading projects for SCADA/DCS networks for Water /Wastewater, Energy, Oil & Gas, Environmental telemetry, Power stations and Mining. Using Commercial Off The Shelf products and retaining existing investment in equipment and worker training enables AGM to offer smart, economical upgrade and optimization solutions in line with evolving technologies and changing business requirements.

Examples of projects

- Oil and water pumping stations' automation
- Pipeline monitoring and control and low-cost cathodic protection monitoring over main pipelines
- Asset optimization and integrity management of water/oil distributed control systems (DCS)
- Integrated Preventive Maintenance application as stand-alone or integrated solution.

Technologies & products

AGM has developed an original product, called R-Win, enables smart, gradual and economical SCADA/DCS network optimization and upgrading. This product, installed at the remote field stations between the PLC/RTU and the wireless transceiver, makes each station smarter, having the dramatic impact the PC revolution had on the "dumb terminals".

Objectives / Target companies

We are seeking business partners abroad and, are looking for Solution Providers & SCADA Integrators, utility companies and service providers ready to add AGM knowledge to their solutions and projects. Our previous international experience has shown us that distance is not an obstacle.

AQUA - RIMAT

Water Alarm Systems - Total Smart Water Management & Leak Protection

Category: End User, IT & BI System, Control Systems, Energy Efficiency, AMR, Cleantech, Control & Monitoring, Pressure Monitoring, Protection, R&D, Water Quality, Analyzers & Controllers

www.aquarimat.com

Company activity in a nutshell

Aqua Rimat is an innovative Hi Tech company that develops End User water management and water damage prevention systems. Our products provide a sophisticated and precise monitoring tool that learns End-users water consumption patterns and helps manage them online. We can also monitor water pressure and water quality i.e. temperature, conductivity, PH, chlorine, etc.

Technologies & products

LeakBuster™ manages water at the end user point. It monitors incoming water, uses artificial intelligence, and communicates with the user, enabling immediate detection of any leak or anomalies. allIGATER™ allows water supply only when needed. By using allIGATER, business can protect their property from water damage and reduce their consumption.

Objectives / Target companies

Aqua-Rimat's innovative systems are already installed in many residential buildings and offices in Israel. Our main objectives today are: To accelerate penetration to global markets by cooperating with strategic partners. Partner with key investors and expedite R&D for next generation systems, enhancements and added value attributes.



The world's leading licensor of DSP IP platform solutions

Category: Smart Grid, Electric vehicle and Smart Transportation

Sub Category: Smart Metering, Energy Management, Grid

www.ceva-dsp.com

Company activity in a nutshell

With more than 200 licensees and 300 licensing agreements signed to date, CEVA is the world's leading licensor of silicon intellectual property platform solutions and DSP cores for the mobile, portable, consumer and automotive markets.

Technologies & products

CEVA's IP portfolio includes comprehensive technology offerings for communications (2G/3G/LTE/LTE-A/802.11ac), image enhancement & computer vision (dynamic range compression, high dynamic range, video stabilizer, gesture recognition, face detection), advanced audio & voice processing, Wi-Fi, Bluetooth, Serial Attached SCSI (SAS) and SATA.



Unlimited Smart Green Energy Storage

Category: Energy Efficiency, Smart Grid, Renewable Energy, Energy Storage, Green building

Sub Category: Lighting, Monitoring & Control, Energy Management, Demand Response, Energy Management, PV, Wind Energy, Off Grid, Solar Lighting, Rechargeable Batteries, Storage for the Grid

www.chakratec.com

Company activity in a nutshell

Chakratec is developing an energy storage system with unlimited charge / discharge cycles, totally green and easily deployable. At the heart of the system is an array of innovative flywheel storage units. This array is managed by our smart management system allowing the customer to maximize his benefits by dynamically allocating storage resources for the main energy storage uses like Energy Time Shift, UPS, Regulation and others.

Examples of projects

Typical projects are commercial and industrial sites with needs for renewable integration. The projects may range even from small residential systems of 2 x 1.5 kWh up to 1,000 kWh in dedicated energy containers. Such projects will be deployed as turnkey projects where Chakratec's flywheel energy storage may replace existing batteries and integrate to existing solar inverters or as another option is to be deployed as part of an EPC turnkey project.

Technologies & products

Chakratec is taking a fresh view on market needs, incorporating patent pending innovations in flywheel structure, materials and system architecture into energy storage design that optimizes storage resources allocation. This storage system has unprecedented economic benefits specifically in small to medium size applications from 5 kWh to 1 MWh systems.

Objectives / Target companies

The target of the company is to develop a scalable system from single 3kWh units up to a full 40' container of about 500 kWh or a multiple of containers for larger systems. The immediate target is to deploy a 10kWh to 20kWh system in the first half of 2015.



Innovative Anti-Fouling and Energy Efficiency Solutions that Keep Industrial Systems Clean

Category: HVAC Cooling towers water & energy saving in industry and commercial, Renewable energy, Energy efficient

www.cqm-tech.com

Company activity in a nutshell

CQM a Cleantech Company develops and markets innovative anti-fouling and energy efficiency solutions that keep industrial systems clean and continuously efficient. Its anti-fouling systems allow customers to achieve increased operational outputs, reduced O&M costs, maximum efficiency and overall performance.

CQM has developed a breakthrough product for the CLEANTECH sector by promoting energy efficiency and environmentally sound solutions to fouling, one of industry's oldest and most pervasive problems. Since 1996, CQM has been selling its patented **Automatic Tube Cleaning Systems (ATCS)** for heat exchangers and condensers providing:

- more efficient operation • substantial energy savings • reduced shutdowns and maintenance costs • minimal need for chemicals

The market for our products is vast, with our targets including: • Facilities • Power Plants • Industry

Technologies & products

- ATCS- Patented Heat Exchanger Automatic Tube Cleaning System.
- SRCL- chlorination on site by electrolysis for remote drinking water site and sanitation of hot water systems in hospitals.
- SRS- Chemical Free Water Treatment System for industrial close and open water cycles: cooling towers, cooling and heating loops, etc.

Objectives / Target companies

Energy efficiency solutions, water treatment, power plant.



Marketing Analytics for Utilities

Category: Energy Efficiency, Smart Grid

Sub Category: Analyzing & Control systems, Smart Metering, Revenue Assurance and Fraud Management for Electric Utilities

www.cvidya.com

Company activity in a nutshell

cVidya is a leading supplier of Revenue Analytics solutions to communications, digital service providers and utilities companies. Utilizing a big data technology platform and analytical applications, cVidya solutions optimize profits and support decision-making. cVidya's Revenue Assurance, Fraud Management, Marketing Analytics and Sales Performance Management solutions enable over 150 customers around the world to achieve rapid ROI. Follow us on LinkedIn, Twitter, Facebook or visit us at www.cvidya.com and YouTube.

Examples of projects

Risk Assessment: Evaluates the level of financial risk that exists within the business for the purpose of improving financial performance within the organization. This includes analysis of existing risks and weaknesses; evaluation of controls and tools; their effectiveness and completeness; and quantification of potential revenue loss. **Improvement Plan:** Outlines the required steps to mitigate the risks and weaknesses identified in the assessment process and improve profitability. This includes RA cross-organization improvements, prioritization of the required controls and risk areas, guidelines for benefits realization and quick wins, controls design guide, etc. **Maturity improvement** includes outlining organizational, technological and process improvement recommendations.

Technologies & products

Revenue Assurance Maturity and Risk Assessment Service Revenue Assurance Application Fraud Management Application.

Objectives / Target companies

Maximize revenue and margins for utility companies by leveraging cVidya's market leading Revenue Assurance platform.
Minimize non-technical losses by maximizing efficiency of field inspection crews in identifying electricity theft.



Your Partner for Growth

Global Provider of Networking Infrastructure Equipment, Solutions and Services

Category: Cyber Security, System Integrators, Communication Infrastructure

www.ecitele.com

Company activity in a nutshell

ECI Telecom delivers Next Generation Packet Optical and Carrier Ethernet solutions to service providers and customers with a need for mission critical networks worldwide. ECI provides efficient platforms and solutions that enable customers to rapidly deploy cost-effective, revenue-generating services. Our market leading LightSoft® network management suite enables customers to smoothly manage multilayer services and provides the foundation for SDN and Cyber security solutions.

ECI's Application Aware Transport solutions offer a unique value proposition for utility telecom networks. Our vast experience in packet, optical and security technologies, and distinctive advantages provided by each product family, yield significant CAPEX and OPEX savings as well as a holistic approach for Cyber Protection.

Examples of Projects

ECI Telecom has won numerous reference projects, including: Alliander - Optical network for internal communication Amprion - Packet transport network Tennet - Transport network for internal communication ENEL - Optical network for internal communication IEC - Data Center Connectivity RTE - Packet transport network.

Technologies & products

ECI offers a broad portfolio of products to support networks of all sizes and has vast experience in building mission critical telecom infrastructures around the world. ECI is a one-stop-shop for planning and consultancy services, network infrastructure, program management, integration, and managed services.



Cost Effective Bulk Energy Storage

Category: Energy Storage

Sub Category: Primary Batteries, Rechargeable Batteries, Fuel cells, Storage for the Grid

www.enstorageinc.com

Company activity in a nutshell

EnStorage developed the most cost effective flow battery for grid scale energy storage. A self-contained system with over 10,000 cycles, it can serve as a grid asset for 20 years. The technology has 9 patents covering base materials, system & controls and a proprietary low cost membrane and catalyst. 2 beta systems will be deployed in 2015, each sized at 150KW/900KWH which would be based on our grid connected technology demonstrator.

The company is developing a containerized energy storage system with power ratings varying from 75KW-225KW and an energy rating of 900KWH. Multiple systems connect to create a larger storage facility. The solution does not require fueling, is self-contained with no by products and over 10,000 cycles at full DOD.

Technologies & products

The company is developing a containerized energy storage system with power ratings varying from 75KW-225KW and an energy rating of 900KWH. Multiple systems connect to create a larger storage facility. The solution does not require fueling, is self-contained with no by products and over 10,000 cycles at full DOD.

Objectives / Target companies

EnStorage aims to deploy large scale energy storage projects worldwide and seeking to partner with: large manufacturing and engineering firms to build its balance of plant; utilities and renewable energy developers; EPC contractors, micro-grid developers; and large industrial energy users.



Secure Networking for Critical Infrastructure

Category: Energy Efficiency, Smart Grid, Renewable Energy, Energy Storage, Green building

Sub Category: Analyzing & Control systems, Monitoring & Control, Energy Management, Demand Response, Smart Metering, Energy Management, Grid, PV, Wind Energy, Off Grid, Rechargeable Batteries, Super Capacitors, Storage for the Grid

www.radiflow.com

Company activity in a nutshell

RADiFlow is providing secure communication solutions for critical distributed automation applications. Our security tool-set includes SCADA IPS, Encryption and Identity management. This security tool-set is optimized for distributed automation deployments of utilities by using a service-aware security engine that is integrated into ruggedized communication platforms to be deployed in the edges of the operations network. Such a distributed network-based security deployment protects against an attacker that gained access to the internal operational network.

Examples of projects

Smart Grid over fiber and cellular in Scandinavia Sub-station automation in HV IEC61850 sub-stations in India SCADA access along a Gas Pipeline in the US Surveillance and Paytoll automation along a Highway in central Europe Sub-station automation for legacy serial devices in MV sub-stations in Brasil.

Technologies & products

RADiFlow developed a SCADA deep-packet-inspection software engine that runs on a combination of distributed service-aware site gateways and a central security server. Our SCADA IPS solution is using a combination of user-authentication and deep-packet-inspection to provide a strict role-based validation of the SCADA sessions at each access point ensuring that any abnormal activity in the internal SCADA network is detected and blocked.

Objectives / Target companies

Local distributor active in the sectors of industrial automation and/or utilities. System integrator for critical infrastructure applications A vendor of automation solutions.



The Internet Of Things

Smart Home - Synergy Of Things

Category: Energy Efficiency, Smart Grid

Sub Category: Lighting, HVAC, Monitoring & Control ,Energy Management, Smart Metering, Smart Home

www.SwitcBee.com

Company activity in a nutshell

SwitchBee developed an innovative, patent-protected smart home technology that transforms any home into a smart home within less than an hour, remotely controlled by a smartphone app from anywhere around the globe. SwitchBee created a very simple installation process of changing switches and sockets to friendly touch controllers with a smart engine inside. The process will not require any infrastructure changes, no batteries, no running wires and no changes to the electric board.

Examples of projects

Smart home switches - Not requiring any infrastructure changes or batteries Smart home range spectrum of devices IOT devices

Technologies & products

SwitchBee's game changing technology lies in three key points, being: • modular • affordable • simple

SwitchBee was made 'design to cost' and 'design to manufacture' at the highest level of efficiency, with unlimited production potential Both SwitcBee's own line of products and OEM game changing technology for market leaders.

Objectives / Target companies

Electrical switches manufacturers, Consumer electronics manufacturers, cable companies, telecommunications corporations, Building developers.



The Israel Export & International Cooperation Institute

www.israelnewtech.gov.il | www.trade.gov.il | www.investinIsrael.gov.il | www.export.gov.il