**Israel – Ruta N Smart Cities Call For Proposals**

***OVERVIEW***

Ruta N and the Israel Innovation Authority (the Parties) have a mutual interest to source, develop, deploy pilot and commercialize innovative technologies, products, services and devices in sectors and industries the fall within the definition and action of Smart Cities.

The goal of the project is to co-develop or test impactful technologies, products, services and devices with Smart City (Partner) in Medellin which are thereafter transferred to other sites and settings across Colombia and beyond.

Successful applicant companies from Israel will receive funding directly from the Israel Innovation Authority according to its regulations and procedures. Ruta N and Partner will provide in kind support through covering costs of services, expertise and/or free use of its facilities.

The individual project partners may reach commercial agreement for equity investment, revenue sharing etc.

**Request for proposal (RFP) focus**

This RFP process will stimulate the generation of novel ideas and the development of new or significantly improved technologies, products, services and devices in the global market. The RFP solicits proposals focused on Smart Cities technologies.

The proposal should drive value and impact at four key levels:

* Validation sites that allow Israeli companies to test, adapt and validate their technologies for the Smart City of the future.
* On-site guidance and support (landing, networking, talent search, supply scouting, access to innovation lab capability and smart capital network, living lab) for the companies.
* A potential scale-up and procurement path.
* Regulatory guidance.

Technology Pillars:

* Electric Mobility, Autonomous Mobility, Smart Mobility, Vehicle Technology.
* Digital city
* Information city
* Cognitive Smart City
* Energy, street lighting, smart buildings, distributed energy resources (DER), data analytics, and smart transportation.
* Environment
* Public safety

**Funding and In Kind Support**

Funding or in kind support will be provided to each partner through its own implementing & funding organisation (either Ruta N or Israel Innovation Authority ) in accordance with the respective laws, rules, regulations and procedures in effect.

We envisage a model whereby financing of projects would be on a 1/3-1/3-1/3 basis between the Israel Innovation Authority, our Partner and the Israel companies themselves.

* **Israel Innovation Authority** will prove up to US$1.5m for financing between 1 or 10 validation projects

**Expenses supported by Israel Innovation Authority within the framework of these projects:**

* Upgrade and/or production modification
* Travel abroad – based on rules for collaborative projects
* Regulatory conformation
* Establishment of beta-site
* Portion of work by Israeli sub-contractors
* Portion of work by foreign sub-contractors
* Portion of production permitted abroad –based on royalty regulations
* Utility patent

**Expenses not supported by Israel Innovation Authority**

* Marketing
* Distribution
* Consultants and/or business development in target countries

**Funding is up to 50% of eligible costs, repayable upon commercial success derived from the funded project (3%-5% of annual revenues)**

* **Israel companies** providing until US$1.5m (funding and in kind) for financing between 1 or 10 validation projects.
* **Local partner** providing up to US$1.5m (funding and in kind) for financing between 1 or 10 validation projects and they can be use in this proposal the following resources:

**Ruta N provides in-kind project resources regarding the scope of work (SOW) and funding, as follows:**

* Internal partner to co-develop and identify the parameters of the product/technology and potential use cases
* Support with local organizations test and validation of the product given predetermined parameters (, including covering the costs of the Colombian participants)
* Assist deploy, roll-out and operationalize the product internally Assistance to co-commercialize the product through introductions to partner systems and entities
* Opportunities to interact with other companies and VC's as appropriate

**How can I apply? (Israel Partner)**

The Innovation Authority will officially launch the first joint Request for Proposal in 2018 and have therefore developed the following calendar:

|  |  |
| --- | --- |
| Tasks | Deadline |
| Program announced in Colombia | December, 2018 |
| Industry demand selection in Colombia | March, 2019 |
| Call for proposals launched in Israel | April 1st, 2019 |
| Deadline for Expression of Interest submission | June 20th, 2019 |
| Colombian corporates consider the proposals and decide which are of interest  IIA checks proposals to ensure that basic eligibility exists | Approx. 3 weeks |
| Ruta N and IIA decide on which proposals to proceed | End of the 3 weeks |
| Israel Innovation Authority invite shortlisted Israeli companies to submit full online funding application | July 11th, 2019 |
| Corporates confer with Israeli applicants to design the projects | 2 months |
| Full Application submission period ends – Proposal submitted to IIA through the IIA process and to Ruta N on template to be attached | September 3rd, 2019 (14:00 Israel Time) |
| Evaluation period in Israel and Colombia resulting in country approval/no approval | 3 ½ months |
| Joint Committee to give final project approval | Mid-End December |
| Start project | January, 2020 |

**Application Process for Israeli companies:**

**Funding Application Submission is due by September 3rd, 2019.**

Please submit an online funding application to the Israel Innovation Authority.

1. Please read the instructions and regulations carefully before submitting the funding application.

For instruction on how to submit the Israel Innovation Funding Application:

Please[click here for Hebrew.](https://innovationisrael.org.il/international/programsrnd/bilateral)

Please [click here for English](https://innovationisrael.org.il/en/program/bilateral-programs-parallel-support)

1. Please attach the EOI form to the funding application under “additional attachments”.
2. For online submission (Hebrew only), please [click here.](https://my.innovationisrael.org.il/messages)
3. After submitting the funding application, please email **Alan Hofman** the file number you receive, or your company number.
4. For questions and assistance regarding the funding application submission, please contact our customer service and “Klita” department:

**Phone: 03-7157900**

**Email:** [Klita@innovationisrael.org.il](mailto:Klita@innovationisrael.org.il)

1. If you are experiencing technical difficulties with the online application, please contact our technical support team:

**03-7157946/1**

**The Process**

* Ruta N and Smart City Partner will jointly define current city challenges in Medellín.
* Smart City partners make a scoring (scale, target, team, investment and ROI) and choose the startup.
* Pilot design and deal negotiation amongst startup and Smart Cities partners.
* Execution of the pilot.

\* Partner Matching Assistance