

# Israel – Ruta N Smart Cities Call For Proposals

## EXPRESSION OF INTEREST

### 1. Project Participant

Company name: Internexa

Website: www.internexa.com

Year established: 2001

Type of company:  R&D  Research institute  University  Other

Stage:  Seed  R&D  Initial revenues  Revenue growth

Ownership:  Public  Private  Governmental  Other

Number of employees: 320

Number of R&D personnel: 5

Company contact information:

Address: Calle 12 sur #18-168 – Medellín Colombia.

Contact person:

Name: Juan Bernardo Arenas

Title: Director Desarrollo de Productos

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### 2. Organization Background

General Business Description & Area of Expertise

InterNexa, is the telecommunications company of the ISA business group that is dedicated to be the digital platform that enables business in Latin America. with more than 15 years of experience driving the development of the continent. InterNexa through its portfolio offers the best conditions of redundancy, coverage and the highest rates of availability, and also something that is even

more important for clients: TRUST in the service. InterNexa has more than 49,000 km of fiber optic network in Latin America and has a robust infrastructure that covers the main cities in the region with a high level of availability, also has a Carrier Class platform for Internet access with direct connection to the main TIER1 providers, as well as connection to the main NAPs in the region.

#### Technology Description (Main Products/Services) and IP

Internexa is an information technology and communications services company that includes connectivity, internet, datacenter, cloud, cybersecurity and managed services among its products portfolio.

## Targeted Customers

Energy, gas and water companies dedicated to public services bussines at cities with populations between 10,000 and 300,000 habitants

Sales (over the last 3 years)- if applicable

Current year: 2018: USD 55.600.000

i-1 2017: USD 58.209.000

i-2 2016: USD 58.093.000

### 3. General Information

Project Title: Optimización de recursos naturales en los procesos de distribución a usuario final

Technology Sector:

€ 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

Submission Date: 31/01/2019

Summary:

The processes of distribution of natural resources to end users lacking from real time management systems that allow determining the conditions of the active elements used for this distribution. The lack of opportunity in the maintenance and management of these assets causes losses of natural resources and failures in access to these vital natural resources for end users. Internexa seeks with this project to minimize operational risks in the distribution systems of natural resources of energy, water and gas, improving the continuity of those public services and reducing the waste of these.

Project Start Date: 01/04/2019

Project End Date: 30/11/2019

**4. Budget:**

Total Project Budget: USD 600.000

Requested IIA grant (% of budget): 50%

Requested Medellin Partner Support: Universidad Nacional, Summan

## 5. Project Outline:

### Project Description

Internexa have been seeking to optimize the use of natural resources by minimizing the losses of those through the proper management and measurement of the assets distributed throughout the city used by energy, gas and water companies for its distribution processes to consumers. Some of these assets are: transformers pumps, valves, pipes among others. Internexa is looking for technologies such as IoT, analytical and artificial intelligence that can be complementary to traditional management systems.

### Market Potential and Commercialization Plan

The potential market includes companies from energy, gas and water sector who offer distribution and marketing services for those resources in capital cities. The marketing plan will initially be given in Colombia where these companies consider a total expenditure on this type of services close to USD 3,000,000 per year. The product will initially be marketed in Colombia with expectations of replicating the business model to Brazil, Peru, Chile and Argentina.

### Expected Outcome of Project

Upon completion of the project, Internexa will make available to sell a product for electricity, gas and water companies wick it's capable of improving operational efficiency in the distribution process to the end user with a reduction of natural resource losses by at least 5% compared to the current operating model.

### Short Profile of the Key Staff who will be Undertaking the Work

The work staff in the project consider multidisciplinary resources including engineering specialists knowledgeable in the electricity, gas and water supply business. These personnel will work in conjunction with the product development specialists and research and development experts in the academic environment linked to the main universities in Colombia.