

# Call for Proposals for Innovative Solutions and Ideas For Technologies and New Products in the Company's Fields of Activity

EAPC invites startups, entrepreneurs, researchers, companies, academic institutions, and other research centers to submit proposals for innovative solutions and ideas related to the company's areas of operation.

Interested parties should submit their proposals [here](#)  
For inquiries and further information, please contact: [innovation@eapc.co.il](mailto:innovation@eapc.co.il)

## Background:

EAPC (Europe Asia Pipeline Company) serves as a key energy gateway for Israel, handling oil transportation, storage, and port operations.

As part of its Innovation Framework EAPC invites entrepreneurs, researchers, startups, technology companies, and academic institutions to submit proposals for innovative products, solutions, and ideas relevant to its operations.

Successful technologies can be integrated into the energy industry in general and into EAPC in particular, all subject to the details outlined in this document below.

## Areas of Interest: Proposals should align with EAPC's areas of activity :

- Environmental technologies and products for safety and environmental protection
- Renewable energy solutions
- Energy storage innovations
- Environmental and operational technologies
- Advanced methods for mapping underground and terrestrial infrastructure
- Monitoring, detection, and repair of fuel leaks in pipelines
- Surveillance and detection of intrusions into pipeline corridors
- Odor and emissions monitoring
- Sniffers (Odor Detection Devices)
- H<sub>2</sub>S removal technologies
- Advanced tools for dealing with fuel and oil spills in open water and coastal areas
- Innovative solutions for fire suppression in fuel storage tanks
- TOC removal
- Remediation of contaminated soil due to fuel and oil exposure
- Smart cathodic protection systems
- Monitoring and treatment of sludge in tanks
- Any other relevant safety and environmental solutions
- Other Operational Technologies
- Digitization of operational processes
- Any other technology deemed suitable by EAPC

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For inquiries, please contact the company through email [innovation@eapc.co.il](mailto:innovation@eapc.co.il)

## General Terms and Conditions:

1. Disclaimer: It is explicitly stated that the purpose of this call for proposals is solely to collect information. It does not constitute a commitment to establish a center or proceed with any process. Furthermore, it does not create any obligation for the company to engage in contractual relationships with any entity, nor does it grant any competitive advantage to any applicant.
2. Company Discretion: The company reserves the right, at its sole discretion, to contact any of the applicants or other relevant entities to complete information, obtain additional documents or clarifications, or request further details necessary for evaluating the proposal. The company may also invite applicants to present their research, development, or products related to the submitted proposal.
3. The company reserves the right to utilize any information submitted by applicants as part of this call for proposals, subject to applicable legal provisions, including the Mandatory Tenders Regulations, 1993.
4. Any decision regarding engagement with applicants shall be made internally and in accordance with the company's policies and governing laws.
5. The submission of a response to this call for proposals does not grant any advantage to applicants in future competitive processes conducted by the company.
6. Any amendments or modifications made to the call for proposals by the applicants shall not be legally binding upon the company.
7. The company shall bear no responsibility or liability for any expenses, losses, or damages incurred by any applicant in connection with the publication of this call for proposals, the submission of responses, or any consequences thereof.
8. The company reserves the exclusive right, at its sole discretion, to amend the terms of this call for proposals, cancel its publication, or issue a new call for proposals in any other field as it deems necessary.
9. Interested applicants are required to submit their responses using the designated response form [attached here](#).
10. Contact Information: For inquiries and further information, please contact: [innovation@eapc.co.il](mailto:innovation@eapc.co.il)

## Frequently Asked Questions:

### Who is the target audience?

Startups, entrepreneurs, researchers, companies, academic institutions, and other research centers developing technologies in the company's areas of activity. Interested parties who meet the eligibility criteria may apply for access to test their technology under real conditions.

### What is the evaluation process for submitted proposals?

A. Initial Screening – The first stage involves a professional review by the company's relevant managers. This screening assesses whether the proposed technology meets the company's needs.

B. Evaluation Committee – After receiving additional information, a comprehensive evaluation discussion will take place to assess the proposed technology and determine its relevance. At this stage, the feasibility of integrating the technology into the company's operations will be examined, particularly its applicability at the testing site.

C. Pilot Testing – the company may conduct a pilot test within its infrastructure. This process, which will include company employees, will be conducted according to agreed-upon conditions. The proposer will be required to submit an official request to conduct on-site pilot testing, including necessary regulatory approvals. The purpose of this stage is to assess the technology's functionality and compatibility.


The evaluation process serves as a standard assessment framework. However, participation does not constitute a commitment on the company's part to proceed with any contractual engagement. The company reserves the right to modify the assessment process at its sole discretion.

### **Evaluation Criteria for Proposal Assessment**

1. Alignment of the concept and/or technology and/or product with the company's strategic and operational needs.
2. Economic potential and business feasibility of the concept and/or technology and/or product.
3. Suitability of the concept and/or technology and/or product to market needs, its technological applicability, financial and business viability, associated risks, complexity, and challenges in market integration.
4. Development timelines for the concept and/or technology and/or product.
5. Quality of the proposer and relevant stakeholders, including their experience, expertise in the relevant field, available infrastructure, and technical capabilities.
6. Economic potential of the business model associated with the proposal.
7. Any other relevant considerations based on the company's discretion.
8. The evaluation criteria will be examined in full or in part, depending on the company's assessment.

### **Additional Information**

For further details, please contact the Head of Innovation, Gilad Sharon.

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 Email: [innovation@eapc.co.il](mailto:innovation@eapc.co.il)