

Challenge Tender

Invitation to receive proposals for solutions regarding **The passenger experience on the tracks**

Israel Railways together with EcoMotion, the Smart Mobility community invites technologies companies, startups and entrepreneurs to carry out a funded and mentored pilot, to implement technologies with the national operator of the heavy rail system in Israel

1. Introduction

As part of the vision of the Israel Railways Company to lead a continuous improvement in the transportation infrastructure in Israel in general and for the train, for the benefit of optimal service to the citizens of the country, as part from the activity of the innovation unit, an innovation and entrepreneurship program has been established that leads various tracks that enable sharing needs and challenges of the organization and promotion of technological solutions.

This program is a channel that allows the Israel Railways to learn and assimilate the most advanced technologies existing in the market and companies to be exposed in addressing the needs and challenges of the company.

2. The Challenges:

Israel Railways is looking for smart solutions that promote the service experience of its passengers. The Challenge Competition will focus on the following topics:

- 2.1. **First and Last Mile solutions-** Solutions that resolve the first and last-mile issue by offering transportation services and infrastructure that enhance connections from home to the train station and from the train station to the destination.
These solutions should fill the gaps in the transportation network and will be integrated into the existing train app or services, by allowing the passenger to plan his entire journey with a holistic experience and pricing solution.
- 2.2. **In station and on train-** Solutions and technologies can be implemented in the station or the train car and upgraded and expanded their range of uses.
- 2.3. **Accessibility-** Smart solutions to ensure the journey on the train will be available to all users, particularly those with disabilities, including visual, auditory, physical, speech, cognitive, and neurological disabilities.
Starting from first and last mile, to the first step into the train station building, through the station space and all the railroad cars, and up to the destination - to enable the freedom of movement for all users.

3. Who Can Apply?

We are looking for innovative and promising entrepreneurs that can solve one of the challenges, and that can belong to one of the following categories:

- 3.1. Start-ups, entrepreneurs, tech companies at all stages, with a solution for the challenges, and are interested in railways.
- 3.2. Start-ups from abroad who are interested in collaborating with the national heavy rail system in Israel.
- 3.3. Anyone who has technologies that can be adapted and constitute an appropriate solution to the challenges in a short time.

- 3.4. Anyone with the ability to present a demo and to carry out a pilot immediately (within 3 months of winning the competition)

4. The Winning Prize

The winning team will have the opportunity to perform a PoC, with the challenge partners, which will be funded up to \$50K.

5. Application Process:

- 5.1. Applying is by filling out a [registration form](#) and acceptance Email confirmation (link to the form on the challenge website attached at the end of this document).
- 5.2. The applications will be examined by a professional committee of the Israel Railways and EcoMotion, which includes factors professional, and business related.
- 5.3. At the final stage, 6 finalists will present their solution to an expert panel of judges, who will select the winning solution.
- 5.4. The professional committee's considerations combine the technology characteristics of the venture and the organizational goals of the Israel Railways.
- 5.5. The committee has the sole discretion in examining the applications and its decision will be in accordance with the criteria in section 8 of this document.

6. Deadline for applying – July 10th, 2022

7. Timeline:

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|------------------------|--------------------------------------|
| May 11 – July 10 2022 | Applications time |
| July 11 - July 20 2022 | Applications review |
| July 21 2022 | Finalists' announcement |
| July 21 -July 30 2022 | Final preparations |
| August 1 2022 | Final event- Announcement of winners |
| August – December 2022 | PoCs |

8. Criteria for selecting the project:

- 8.1. Product development phase
- 8.2. Adapting the solution to the challenge
- 8.3. Adapting the solution to the body that assimilates - Israel Railways
- 8.4. The level of innovation
- 8.5. Work plan (to be submitted only by the final candidates)
- 8.6. Impression from the team members

9. Informing participants: By e-mailing

10. Experiment and proof of ability

- 10.1. The winner will be given a pre-defined work period (to perform the proof of ability test (POC)).
- 10.2. During this period a date for the demonstration will be set in coordination with the Israel Railways.
- 10.3. The winner will be required to demonstrate the proposed solution in the Technological form and also demonstrate the value proposition.
- 10.4. The proposed system does not have to work fully but should demonstrate the value proposition it produces for Israel Railways.

- 10.5. Israel Railways does not undertake to proceed to further engagement after the trial but does reserve the right to do so if proof of ability (POC) will be successful and will bring value to the company.

11. Terms & Conditions

- 11.1. Israel Railways reserves the rights to modify the terms of the challenge and/or cancel the challenge at any time.
- 11.2. Judging and winning criteria shall be subject to the exclusive discretion of Israel Railways.
- 11.3. The terms of the paid PoC (winning team) shall be defined with the winning team and will include the entering into a specific Pilot agreement with Israel Railways which will govern the framework of the POC, its timetable, costs, and additional conditions.
- 11.4. All teams participating confirm they have all right, title and interest associated with the solutions presented to Israel Railways and that the usage, development and transferability of the underlying intellectual property vested in such solution and their participation in the challenge competition is not restricted in any way or subjected to any third-party rights.
- 11.5. The participating teams state that all information they provide in the context of this challenge is true to the best of their knowledge.

To Apply:

<https://www.ecomotion.org.il/israel-railways-challenge>