

# Request For Information

## For Power Storage and Energy Resilience Solutions in

### Tkuma Region

#### 1. General

Following Government Resolution 1699 of April 17, 2024, the Tkuma Directorate is promoting a plan for energy resilience in the communities of the Tkuma region.<sup>1</sup> The goal of the program is to improve energy resilience and independence in a way that will enable energy resilience in times of emergency, defined as the ability to enable operational continuity in energy for households, essential industry, and vital public buildings as a result of malfunctions due to emergency situations.

To meet this challenge, the Directorate seeks to receive information about sustainable models and technologies (including the integration of technologies) from various market entities, including investors, institutional bodies, private companies, and any party involved in the field.

**Based on the information received, the Directorate intends to publish an RFP for projects that serve the Energy Resilience Program in the coming years.<sup>2</sup>**

#### Purpose of the application

As part of the planning process of a four-year plan to create energy resilience in the Tkuma region, the Tkuma Directorate is turning to the private market for practical information for energy solutions that will enable functional continuity in times of emergency.

Responses to the current request for information (RFI) must contain solutions that enable energy resilience, based on the above definition, with reference to one or more of the following value propositions:

1. Alternatives for building a clean energy production facility that can be used in an emergency
2. Energy production capabilities combined with energy storage capabilities
3. Ability to optimize energy consumption by disabling non-critical systems for energy continuity

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<sup>1</sup> "Tkuma Region Authorities": Sderot Municipality and Eshkol, Hof Ashkelon, Sdot Negev and Sha'ar Hanegev Regional Councils.

According to Government Resolution No. 980 of 19/10/2023

<sup>2</sup> The years of the program as detailed in Government Resolution 1699 are 2024 to 2028

4. Production and consumption management capabilities and storage "behind the meter"<sup>3</sup>
5. Ideas/proposals that will enable a central response to functional continuity in energy in communities, neighborhoods, condominiums, businesses, agricultural buildings and industrial zones (territories that are not defined as "Historical Electricity Distributors") in times of emergency
6. Ideas/Possibilities for strengthening the resilience of the system components in the local distribution network in an emergency
7. Solutions that work directly and clearly to create energy resilience independently.<sup>4</sup>
8. Solutions relating to spatial planning (such as a spatial energy center) and/or to the architectural design of the communication network and the electricity grid in new buildings
9. Other (please elaborate)

**In addition to the offerings listed above, additional importance will be given to a solution that includes one or more of the financing value propositions listed below:**

1. A solution that leverages the investment of the Tkuma Directorate through the integration of private or philanthropic capital to expand the scope of the project
2. A solution that creates a direct return and ongoing financial value, beyond passive revenues for the project's stakeholders in the Tkuma region
3. A solution that supports a scalable economic model with the potential to be implemented on a regional scale
4. A proposal for an innovative economic mechanism (such as a regional investment fund) that combines a variety of sources of financing (public, private and philanthropic) to maximize the economic and energy impact in the Tkuma region
10. Other (please elaborate)

**Optional:** If the solution proposed in one of the value propositions listed above also addresses one of the following aspects, please specify it in the response:

- Creating sustainable economic value for the project's stakeholders<sup>5</sup> in the Tkuma region: authorities and/or households and/or businesses

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<sup>3</sup> Behind the meter systems are systems that allow the use of local electricity before reading a meter

<sup>4</sup> To be clear, solutions offered under this category cannot rely on complementary solutions to prove their contribution to energy resilience

<sup>5</sup> Anyone who influences or is affected by the project, including customers, partners, property owners, communities, etc.

- The use of local resources as part of the proposed solution, such as: dual use for energy production, energy production from local waste, use of residual heat, working with suppliers from Tkuma region, and more

1.1 The Tkuma Directorate (here in after: the "**Directorate**") is contacting Israeli companies and companies from abroad (here in after: "**Companies**") with this RFI relating to the examination of solutions for creating energy resilience in the Tkuma Region, as detailed below, within the framework of the pre-acquisition phase

1.2 In submitting the response, the companies agree that the Tkuma Directorate has exclusive discretion over the transfer of the Memorandum of Understanding (here in after: "**MOU**") to the companies that submitted a response that is consistent with the needs of the region for the establishment of a pilot in the settlements defined by the Tkuma Directorate

1.3 Upon submission of the application, the Company will share the submitted application and any other information required by the Tkuma Directorate

## 2. Schedules

2.1 Clarification questions may be submitted to the RFI until 25.4.2025

2.2 The deadline for submitting a response to the RFI is by 18.5.2025

2.3 The Directorate may extend and/or change the schedules as necessary and at its discretion, and notice of this will be published on the website

## 3. How to submit

3.1 The proposal should be sent to email [rfi@tkuma.gov.il](mailto:rfi@tkuma.gov.il) by filling in the format shown below

3.2 **For each solution that meets one of the above RFI, the following must be addressed:**

- **Organization Name:** \_\_\_\_\_
- **Organization contact details:**
- Full Name: \_\_\_\_\_
- Mail: \_\_\_\_\_
- Phone Number: \_\_\_\_\_

Subject	The scope of the response required	Response
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<p><b>The Proposed Technological Solution</b></p>	<p>A qualitative breakdown of the following:</p> <ul style="list-style-type: none"> <li>• Type of technology and infrastructure requirement - up to half a page</li> <li>• The length of time the solution is implemented worldwide</li> <li>• The degree of immediate availability and feasibility: (1) The solution is implemented in Israel; (2) The solution is implemented abroad but not yet in Israel; (3) The solution is about to be implemented in Israel in the coming years</li> <li>• Solution maintenance requirements—mode of care, duration of care, and average lifespan—up to half a page</li> <li>• Is it possible to remotely monitor the solution? Yes/No</li> <li>• A list of projects in which the solution is currently being implemented, including <b>the duration and location of the project</b> (you can also refer to foreign countries) – up to three active major projects, one paragraph for each project. Please indicate the scope of use and implementation of the solution worldwide (sensitive business details can be omitted)</li> </ul>	
<p><b>Energy Resilience</b></p>	<p>Please specify how long the proposed solution will enable emergency energy resilience for end users (including the number of end users)</p>	
<p><b>Value Proposition</b></p>	<p>Specify the relevant value proposition from the list (more than one can be marked):</p> <ol style="list-style-type: none"> <li>1. Alternatives for building a clean energy production facility that can be used in an emergency</li> <li>2. Energy production capabilities combined with energy storage capabilities</li> <li>3. Ability to optimize energy consumption by disabling non-critical systems for energy continuity</li> </ol>	

	<ol style="list-style-type: none"> <li>4. Production and consumption management capabilities and storage "behind the meter"<sup>6</sup></li> <li>5. Ideas/proposals that will enable in times of emergency a central response to functional continuity in energy in communities, neighborhoods, condominiums, businesses, agricultural buildings and industrial zones (territories that are not defined as "Historical Electricity Distributors")</li> <li>6. Ideas/Possibilities for Strengthening the resilience of the system components in the local distribution network in an emergency</li> <li>7. Solutions that work directly and clearly to create energy resilience independently.<sup>7</sup></li> <li>8. Solutions relating to the worlds of spatial planning (such as a spatial energy center) and/or to the architectural design of the communication network and the electricity grid in new buildings</li> <li>9. Other (please elaborate)</li> </ol>	
<p><b>Financial Value Proposition</b></p>	<p>Specify the relevant value proposition from the list (more than one can be marked):</p> <ol style="list-style-type: none"> <li>1. A solution that leverages the investment of the Tkuma Directorate through the integration of private or philanthropic capital to expand the scope of the project</li> <li>2. A solution that creates a direct return and ongoing financial value, beyond passive revenues for the project's stakeholders in the Tkuma region</li> <li>3. A solution that supports a scalable economic model with the potential to be implemented on a regional scale</li> <li>4. A proposal for an innovative economic mechanism (such as a regional investment fund) that combines a variety of sources of</li> </ol>	

<sup>6</sup> Behind the meter systems are systems that allow the use of local electricity before reading a meter

<sup>7</sup> To be clear, solutions offered under this category cannot rely on complementary solutions to prove their contribution to energy resilience

	<p>financing (public, private and philanthropic) to maximize the economic and energy impact in the Tkuma region</p> <p>5. Other (please elaborate)</p>	
<b>Optional Value Proposition</b>	<p>If the solution proposed in one of the value propositions listed above also provides a solution in one of the following aspects, please specify it in the response:</p> <ul style="list-style-type: none"> <li>• Creating sustainable economic value for the project's stakeholders in the Tkuma region: authorities and/or households and/or businesses</li> <li>• The use of local resources as part of the proposed solution, such as: dual use of energy production, energy production from local waste, use of residual heat, working with suppliers from Tkuma region, and more.</li> </ul>	
<b>The relevant form of settlement in the proposed solution (Moshav, City, Kibbutz, the entire region)</b>	<p>Please mark the form of settlement relevant to the implementation of the proposed solution (more than one can be marked):</p> <ol style="list-style-type: none"> <li>1. Moshav</li> <li>2. City</li> <li>3. Kibbutz</li> <li>4. The Rope Rule</li> <li>5. Other (please specify)</li> </ol>	
<b>Type of buildings (public, private, condominiums, commercial/industrial)</b>	<p>Separate submissions can be submitted for different types of structures, and in particular for condominiums.</p> <p>Please mark the relevant building type (more than one can be marked):</p> <ol style="list-style-type: none"> <li>1. Public</li> <li>2. Private</li> <li>3. Residential buildings</li> <li>4. Commercial/Industrial/Agricultural</li> </ol>	
<b>Infrastructure</b>	<p>Please specify the required infrastructure (up to half a page)</p>	

<b>Regulation</b>	<p>It should be noted whether the proposed solution meets the conditions of the existing regulation in Israel. If not, specify the required changes in the regulation to implement the response or demonstrate compliance with international standards – up to half a page</p>	
<b>environment</b>	<p>If there is any information, please refer to the following points (up to half a page):</p> <ul style="list-style-type: none"> <li>• Resilience of the solution to expected climate changes in the region</li> <li>• Environmental contribution to the region and the state</li> <li>• The project's compliance with environmental regulations</li> </ul>	
<b>Economic Added Value of the Proposed Solution</b>	<p>A description of the proposed business model and its added value, with reference to the expected effects in terms of <b>energy resilience</b> for households – up to half a page</p>	
<b>Business and Financial Model</b>	<p>A description of the economic model on an <b>annual level and throughout the life cycle of the proposed solution</b>, including:</p> <ul style="list-style-type: none"> <li>• The economic attractiveness of the solution for the end users</li> <li>• Presentation of the incentive required to make the solution economical (please specify the duration of the required incentive) in relation to the required funding: <ul style="list-style-type: none"> <li>○ Government funding</li> <li>○ Households/ settlements/ local authorities funding</li> <li>○ Additional funding factors (if any)</li> </ul> </li> <li>• Proposed solution lifecycle</li> <li>• A half-page long reference to the savings resulting from the scope of the project, and how the costs will be reduced according to the scope of the implementation, the number of installations, and the number of</li> </ul>	

	settlements/local authorities that will take part in the project	
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**4. Information Security Chapter:**

- 4.1 The Information Provider, and/or any person on its behalf, who received the RFI documents, are required not to transfer them, in whole or in part, and/or also documents and information relating to the submission of the response to this RFI, to any party, and/or to any person on behalf of the Information Provider (including subcontractors), in Israel and abroad, without obtaining approval from the relevant information security agencies
- 4.2 The information provider, and/or any person on his behalf, if they are required to take preliminary action, as part of the RFI process, this will be done in coordination, in advance and in writing. The information provider, and/or any person on his behalf, is required not to publish, and/or to discuss, in the media and in any media whatsoever, any information relating to the RFI process, in its various stages.
- 4.3 The information provider hereby declares that he is aware of the following:
- 4.3.1 This request does not constitute an undertaking by the Tkuma Directorate to purchase from him a service and/or an undertaking to receive any treatment on behalf of the Directorate or to create an obligation of any kind towards him
- 4.3.2 The Tkuma Directorate will not bear any payment or expense incurred by the information provider in respect of this request and as a result of the contacts with him, if any, in the context of the investigation.
- 4.3.3 The information provider hereby declares that he is aware that the Directorate is entitled to transfer any information or data related to the service and the results of the RFI to any entity in the Ministry of Defense, and/or the Ministry of Environmental Protection, and/or the Ministry of Energy and/or the Innovation Authority, and will also be entitled to publish, in the framework of an application for proposals by way of a tender and/or negotiations, specifications and/or specifications that will be based on the knowledge and experience accumulated from the RFI results. Without infringing on the copyright of the information provider



- 4.3.4 This RFI. does not constitute a negotiation or to create an undertaking or commitment of any kind by the Directorate to carry out a procurement that is the subject of this RFI., or to involve any of the participants in the tender, if at all the Directorate publishes a tender in the future.
- 4.3.5 This application does not constitute a proposal, invitation or tender and the terms of the Tenders Duty Law, 5753-1993 and the regulations thereunder will not apply to it.
- 4.3.6 The information provider undertakes to keep it confidential and not to disclose after any classified information and/or document that comes to him during and/or as a result of this request. The attention of the information provider is drawn to the provisions of sections 118 and 119 of the Penal Law, 5737-7791, which prescribe penalties for anyone who provided confidential information. The information provider undertakes to bring the provisions of this section to the attention of his employees or anyone acting on his behalf or on his behalf
- 4.3.7 The Directorate reserves the option, at its sole and absolute discretion, to make any use of the information that will be provided in response to the request, including, for the purpose of preparing specifications or tenders or requesting proposals