Ministry of Industry, Trade & Labor

Israel NewTech
National energy & water program

# Israeli Technology Solutions - Water Loss

## EDSA Shangri-La, Manila

## February 26-28, 2012

Israeli Trade Commission
Sydney, Australia

The Israel Export & International Cooperation Institute

www.israelnewtech.gov.il

# Companies Index

Israel NewTech
National energy & water program

The Israel Export & International Cooperation Institute

## The National Energy and Water Program

Israel NEWTech was established in 2006 under the leadership of the Ministry of Industry, Trade and Labor and with the participation of ten government ministries and official organisations. Israel NEWTech focuses on water and energy technologies and provides an infrastructure that encourages the development of technologies in this sector.

**For more information on Israel NEWTech, please visit website: www.israelnewtech.gov.il**

## The Israel Export & International Cooperation Institute

The Israel Export & International Cooperation Institute, founded in 1958, is supported by over 2,600 member firms, private sector bodies, and the Israeli government. The Israel Export & International Cooperation Institute promotes business relationships between Israeli exporters and overseas businesses and organisations.

**Energy & Environmental Technologies Department**

The IEICI's Water & Environmental Technologies Department has an intimate acquaintance with the Israeli Water, Renewable Energy & Environmental industry exporters, which includes more than 400 companies, and about 100 start-ups. It has a proven ability to identify and match suitable potential business partners, organising one-on-one business meetings and is a focal point for contacts with the government as well as with the industry. By providing a wide range of export-oriented services to Israeli companies, and complementary services to the international business community, the institute helps to build successful joint ventures, strategic alliances, and trade partnerships.

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**The Israel Export & International Cooperation Institute**
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## The Israel Trade Commission in Australia

The Israel Trade Commission (ITC) in Australia is a agency of the Foreign Trade Administration under the Israel's Ministry of Industry, Trade and Labor.

The Israel Trade Commission in Sydney is also a branch of the Embassy of Israel in Canberra.

Our goal is to promote, enhance and facilitate trade, investments and industrial R&D between Australia and Israel.

The trade commission offers Israeli companies a wide range of business development services such as business seminars, delegations, exhibitions and other tailor made services, including accompanying and supporting the individual exporter from the very first inquiry all the way to scheduling business meetings in Australia.

The Trade Commission offers Australian companies, through our various events and exhibitions, a meeting point with the vibrant Israeli business community. We also facilitate scouting for cutting edge technologies through our list of business opportunities from Israel.

Contact:

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**http://www.israeltrade.org.au**

# One goal - Wide partnership

### The national program is led by:

Ministry of Industry, Trade and Labor Foreign Trade Administration - Investment Promotion Center, Ministry of National Infrastructure

### Members:

The Israel Export & International Cooperation Institute | Prime Minister's Office | Ministry of Finance | Ministry of Foreign Affairs | Ministry of National Infrastructure | Ministry of Environmental Protection | Ministry of Science Culture & Sport | Ministry of Agriculture | Ministry of Negev and Galilee | Public Utility Authority- Electricity | Council for Higher Education

Ministry of Industry, Trade and Labor: Office of The Chief Scientist | The Israel Standards Institute | Industrial Cooperation Authority | ASHRA - The Israel Export Insurance Corp. Ltd. | Economic Planning Administration | Knowledge-Intensive Industry Administration | Manpower Training and Development Bureau

# The Governmental Authority for Water and Sewage

WATER AUTHORITY

## Brief Introduction

The Water Authority of Israel is a governmental agency in charge of management and regulation of the Water Sector in Israel, by implementation of the Water Law in all its aspects, such as:

- To allocate water resources, to ensure the optimal use and to fulfill the needs of the various sectors and to enable the further development of the country.
- To preserve and protect the existing natural water reserves, in quality and quantity.
- To ensure the reliable supply of all the potable water increasing needs, including through seawater desalination.
- To advance the sewage treatment up to the level adequate to unrestricted uses in agriculture; treating and using low quality water (brackish, flood water) for irrigation replacing potable water.
- To promote water saving policies and activities on a national scale.
- To strengthen cooperation between the water authorities in the region through formal and informal frameworks, including the multilateral water group of the Peace Process and bilateral venues. Advancing common solutions for water problems and sharing knowledge and training.

## Recent Reform

As a result of two years period legislation process, the Governmental Authority for Water and Sewage was established (1 January 2007), replacing the organ of Water Commission and gathering gradually all regulatory bodies acting in the water aspects under one roof. The main purpose of the reform is to enable the Authority implementing an integrative management of the whole "Water Chain" and to transfer authorities from the political level of several ministers to one professional Board.

## Main Activities initiated and implemented by the Water Authority

- National Water Master Plan - updates for 2040;
- Large-scale seawater desalination plants.
- Brackish water desalination plants.
- Rehabilitation of saline polluted and depleted wells
- Treatment and reuse of treated effluents for irrigation
- Conserving nature values, including by special water allocations

## Contact

14, Hamasger street, Tel - Aviv, 61203, P.O.B 20365, Israel

Tel: 972-3-6369600 | Fax: 972-3-6369750

www.water.gov.il

# The Standards Institution of Israel

## Brief Introduction

The Standards Institution of Israel (SII) is Israel's official body for the preparation and publication of Israeli standards. It is a Non-Governmental Organization with a unique status under the law to prepare standards and to ensure the quality of products. SII incorporates standardization, testing, certification and training activities under one roof and it possesses laboratories in almost all technological areas which provide testing and inspection services to the commerce, industry and regulatory issues.

SII represents Israel's interests in the International Standards Organizations (ISO and IEC) and collaborates with certification bodies, such as IQNet and IECEE. It operates certification programs which include three marking schemes: standards and safety marks and green label. The system certification programs include: SI ISO 9000, SI ISO 14000, SI ISO 17799, SI 18001, TL 9000 and QS 9000. SII provides wide range of services to public and professionals, including printed and on-line information for consumers, extensive standards and technical documentation library as well as a full training program which includes seminars, workshops and courses.

Standards are prepared, revised and published at SII standardization div. by rules for preparing standards approved by industry & trade ministry. To date, more than 3000 Israeli standards have been published. With the understanding that new standardization activities in areas of national technological strengths may be leveraged into European and international activities, SII and the Ministry of Trade & Labor conduct a unique project within SII premises, giving priority standardization of export-oriented water technologies having a comparative advantage for the purpose of expansion of Israel's exports.

The main envisaged advantage of that project, entitled: "Israel NewTech" is: achieving business opportunities by influencing the content of international standards, committees' leadership, update professionals and establishing working relationships with colleagues and potential customers.

Israel NewTech program aims to reinforce economic viability in export - to the high added value of water industries and the ability to have high leverage in various foreign markets where these technologies have noteworthy priority. Integration process of international standardization allows exporters to influence the formulation of international standards, technology and strategy according to the task environment, and the recent acquisition of technological knowledge.

SII & Israel NewTech have already commenced the process of establishing International standards for NRW management; an expert group (EG) has been formed to generate the necessary documentation in the various fields of interest and SII cooperates with IWA Specialist Group (WLSG). SII is currently leading various ISO Technical Committees involved in the preparation of international standards dealing with waste water reuse for irrigation, as well as relevant topics of water security and desalination.

## Contact

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www.sii.org.il

A.R.I.
FLOW CONTROL ACCESSORIES Ltd.

**Category:** Potable water, Wastewater treatment, Desalination, Water security, Mining, Industrial Applications, Lift irrigation projects, Odor Control.

**Sub Category:** Consulting and Engineering services.

www.arivalves.com

## Company profile

A.R.I Flow Control Accessories Ltd. is one of the leading companies specializing in protection solutions for water systems; protection from pressure transients and entrapped air in pipelines. These are the main causes for pipe burst, collapse and fracture and result in water losses due to leaks and contamination due to release of pathogens.

Founded in 1970, A.R.I Flow Control Accessories Ltd. has developed a wide range of products and special software for various applications in water supply (municipal and domestic), sewage, industry, agriculture and landscaping.

A.R.I Flow Control Accessories Ltd. has an application engineering department which provides surge analysis and protection solutions for water systems.

A.R.I Flow Control Accessories Ltd. is constantly responding to the demands of an ever-changing market through an on-going development of new products.

The company has established its reputation for advanced, high quality and durable products (mainly air valves and check valves), as well as for dedicated technical support services. All valve models manufactured by A.R.I Flow Control Accessories Ltd. are standard but can also be custom-engineered to meet specific requirements.In the recent years, the company has entered the ongoing worldwide effort for water saving management and developed the UFR (Unmeasured Flow Reducer) for more accurate water measurement and reduction in non- revenue water losses.

A.R.I Flow Control Accessories Ltd. has established its high quality assurance standards in compliance with ISO 9001 and ISO 14001.

A.R.I Flow Control Accessories Ltd. products are made of various metals and non-ferrous materials, varying in size from 1/2" (12mm) to 40" (1000mm) and in working pressures from 0.2 bar (3 psi) up to 100bar (1400 psi).

A.R.I Flow Control Accessories Ltd. products are manufactured in accordance with leading international standards.

The valves are designed with a special emphasis on advanced and innovative design: top performance, lightweight corrosion-resistant materials, minimum maintenance, durability and modern appearance. Several patents have been registered worldwide.

**Year of establishment:** 1970

**No. of employees:** 160

## Examples of projects

- Barvi Water Works, Jambhu - supplied air valves for a raw water project
- Ondeo degremont on behalf of Sanitary Engg.B.W.S.Bangalore
- Mina -Anta CU + Zinc
- Milenium Sewage Project - France
- El Chaco - Surprta Project - Argentina
- Algorta Project - Chile
- Barrick Chcamo Alto - Peru
- Codelco Andina, Chuquiccamata - Chile
- St. Ives - Kalgoorie WA - Australia
- Collie Coal WA - Australia

## Technology & products

Air Valves, Check Valves, Unmeassured Flow Reducer (UFR), Back Flow Preventer.

## Objectives / Target companies

Consulting and engineering servicing companies for potable water, Mining, industrial, desalination & waste water systems.

# Water Control Solutions

**Category:** Water Resources Management, Control Systems, Waste Water Treatment.

**Sub Category:** Control Valves, Control Systems, Control Solutions.

www.bermad.com

## Company profile

BERMAD designs, develops, manufactures and markets state-of-the-art control valves and related products, along with comprehensive system solutions for a range of water & fluid management needs for the Waterworks segments, Fire Protection, Irrigation and Landscape.

**Year of establishment:** 1965

**No. of employees:** 500 Worldwide

## Background on the company

BERMAD knows the value of a single drop of water and how best to reap its full advantage. Today, BERMAD serves global customers in a wide range of disciplines. Bringing together its expertise and know-how, leading-edge technology and precision engineering, BERMAD provides customized solutions for the control and management of water supply and water saving anywhere in the world.

## Examples of past projects

Among the many projects that BERMAD has implemented:

- Fire Protection of the Euro Tunnel, UK-France
- Potable Water System & conveying water from +30m to +800m above MSL to Jerusalem Municipality, Israel.
- Car Boy Project, Sicily - 30,000 Ha = 30,000 irrigation valves, Italy.
- Potable water systems, in collaboration with water companies in London, Manchester and Birmingham, UK.
- Fire Protection System for the Trans-Europe gas delivery system "Troll", Norway.
- Non Revenue Water System of Manila & Maynilad Water Corporation, Philippines.
- 40 km, 2x3200 diameter pipes of Domestic Potable water supply to Guangzhou City, Canton, China.
- Thousands of Metering Valves at Okinawa Island Irrigation Projects, Japan.
- Hundreds of Automatic Irrigation Control Systems at the River Land, Victoria, South Australia.

## Technology & products

**General description:**

BERMAD continues to develop, manufacture and market a wide range of water & fluid control management products that are sought, sold and serviced in nearly every country and every language. Some of these products include:

- 700, 700ES, 700EN, 800 & 400 Series - Hydraulic, diaphragm actuated control valves for multi-purpose applications. The Series ranges from 3/4" (20mm) to 36" (900mm) with working pressures up to 600 psi (40 bar).
- 900 Series - Hydrometers combining control valve and water-meter for irrigation applications and municipal water control systems.
- 100 and 200 Series ranging from 3/4" (20mm) to 4" (150mm) - Solenoid operated, plastic valves for all kinds of irrigation and water treatment applications.
- 400E and 700E Series- Deluge valves for fire protection High Hazardous applications

**Function of the product(s):**

BERMAD products are suitable for most water and fluid supply applications, meeting control needs such as: Pressure reducing and sustaining, Flow and level control, Pump, surge and burst control, Solenoid, electronic and multi-step digital operation; main modes of operation include electric and hydraulic On/Off operation, as well as hydraulic pre-set for modulation. Bermad Valves are producing to meet the highest and toughest standards of the world today.

## Objectives / Target companies

Municipalities, Distributors, Contractors

**Category:** Drinking water, Water resources management.

**Sub Category:** Curing urban water pipeline leaks, Leakage repair, Non Revenue Water (NRW), Trenchless technology, Leak detection and repair.

www.curapipe.com

## Company profile

Curapipe is a pioneering developer of a breakthrough leak curing solution for buried pipelines. Focused primarily on urban water distribution networks that constantly leak, Curapipe is positioning its solution as a low cost alternative to water mains renewal.

Uniquely repairing leaks and cracks that normally go undetected by existing detection technologies, bulk reduction of leakage is now made possible with minimal disruption and rapid deployment. Curapipe's technology platform is also suitable for future rollout in the oil and gas industries.

**Year of establishment:** 2007

**No. of employees**: 8

## Background on the company

An early-stage company led by experienced management, Curapipe is poised to make a large and lasting impact on the pipeline repair industries.

As a veteran of the ATI Cleantech incubator the company's unique human resources (mostly PhDs) span multi-disciplines including hydrodynamics, materials, chemical & mechanical engineering and pipeline maintenance with proven track records of practical and applicable IP. With this talent Curapipe has now created an innovative and affordable trenchless repair category of undetected leakage in pipelines that has not been attempted to date.

## Examples of past projects

Recent pilot testing with Thames Water in London.

## Technology & products

**General description:**

Trenchless Automated Leakage Repair (TALR) which seeks to fill a requirement gap in the market for a trenchless intervention with minimal social and environmental disruption levels aimed at surgical leakage repair of water mains at low cost levels.

**Function of the product(s):**

TALR is an automated all-in-one system comprised of three distinct functions (a) leak detection within a pipeline section (b) instantaneous leak sealing and (c) long term leak curing.

## Objectives / Target companies

Pilot tests with water utilities seeking a widespread solution for bulk leakage reduction in urban distribution networks. JV partnerships with strong local/regional maintenance companies providing services to water utilities.

**Category:** Hydraulic control valves and control systems, Drinking water, Water security solutions, Water resources management.

**Sub Category:** Industrial water & waste-water control valves, Waterworks, Civil Engineering, construction, water systems control & management, Firefighting, Agriculture & Turf Irrigation.

www.dorot.com

## Company profile

Dorot is a leading developer, manufacturer and marketer of a wide range of superior quality automatic control valves, air valves and mechanical valves. Superior solutions for the application of water control systems including waterworks distribution networks and fire protection.

**Year of establishment:** 1946

**No. of employees**: 225

## Examples of past projects

- London, Thames Water - Leakage reduction and hydraulic modulation PRV's - daily consumption: 67800 m3/day.
- Bangkok, Thailand - Hundreds units of time based modulation PRV's.
- Bogota, Colombia - 32" Pump Control Valves, Surge Protection.
- Sofia, Bulgaria - Hundreds units of Leakage Reduction NRW PRVs.
- Monterrey, Mexico - 24" Booster Pump Control Valves.
- San Antonio res., Brazil -28" Water Level Control Valves.
- Barcelona, Spain - 12" Surge Anticipating Valves.
- Manila, Philippines - Hundreds of Flow / time based Pressure Reducing Valves.
- Larnaka, Cyprus 16" Altitude level Control,Valves.

## Technology & products

**General description:**

Hydraulic Control Valves (PRVs, PSVs, FCVs etc) for automatic control of 2"- 32". Regulation of water and waste-water systems. Electric control for water systems. Air release and anti-vacuum valves, surge protection, Water Hummer solutions. Water meters. Consulting, engineering and solutions provider of leakage reduction and pressure management solutions for municipal networks.

**Function of the product(s):**

Regulating pressure and flow-rate in water systems. Controlling air flow into and out of water filled systems. Prevention of water-hammer and surge risks. Reducing leakage in municipal distribution systems.

## Objectives / Target companies

- Municipal water supply companies
- Trading company
- Construction companies
- Fire fighting contractors
- Irrigation systems design companies
- Civil engineering contractors
- Water-systems engineering & consultation firms

Galcon
Computerized Control Systems
The Science of Solutions

**Category:** Analyzers and control systems.
**Sub Category:** Water distribution, Drinking water.

www.galcon.co.il

## Company profile Background on the company

Galcon is a world leader in the manufacturing of computerized controllers and systems for use in water distribution networks, home gardens, agriculture, landscape and municipalities. Galcon has achieved worldwide recognition for quality, user friendly, well-designed and environmentally-friendly, water-saving products.

Galcon's main divisions:

- **Waterworks**-Dynamic Pressure Management: Galcon's Waterworks and Pressure Management offering include products and systems that enable water utilities to more effectively control and manage their water networks - **helping reduce leakage and revenue loss.**
- **Home Gardening:** Wide range of DIY (Do it yourself) user-friendly, battery-operated controllers.
- **Professional Gardening and Landscape:** CityGal irrigation controller is a central control, web-based system for irrigation and water budgeting for public landscapes.
- **Agriculture:** Our new, state-of-the-art irrigation systems and controllers series is designed for agricultural use: open fields, greenhouses and climate control.

**Year of establishment:** 1983

**No. of employees:** 100

## Examples of past projects

Galcon's solutions are distributed and installed in over 40 countries worldwide from home gardening to large scale agriculture and water distribution applications.

**Haifa,Israel:** Dynamic Pressure Management - installed and operate a dynamic pressure management solution for the water utility of the 3rd largest city in Israel resulting in over 30% leakage reduction.

## Technology & products

**General description:**

**Galcon Dynamic Pressure Management (G-DPM):** G-DPM is our intelligent and dynamic water pressure management solution, that helps significantly reduce water and revenue loss from leakage. With our system, utilities can more effectively control and manage their water networks, enhance their decision making process and increase productivity.

**Function of the product(s):**

**G-DPM** dynamically controls and automatically optimizes the pressure policy according to relevant parameters, ensuring lowest pressure is maintained while sustaining required service levels. G-DPM offers a unique approach with a fully integrated solution combining best-of-breed Controller and a central Web-based operational application that provides full control at all times. Sophisticated optimization and history-based data analysis enable an on-going process of improvement.

## Objectives / Target companies

Water utilities, municipalities and any large organization looking to effectively control and manage their water networks.

**Category:** Engineering services, drinking water, water resources development, desalination, water security, wastewater treatment and recycling, agriculture and irrigation, solid waste treatment.

www.tahal.com

## Company profile

**Year of establishment:** 1952

**No. of employees:** 1500

## Background on the company

TAHAL Group International BV is a multinational engineering company originally founded as an Israeli government agency to address Israel's acute lack of water. Now fully owned by Kardan NV, the Group ranks among the top companies of its kind in the world and specializes in multidisciplinary fields such as water and wastewater systems, hydropower, desalination, solid waste management, and agriculture and irrigation development, among others.

The Group has two main operating branches, one dealing with long-term concessions and the other being project-oriented. The bedrock of expertise for the Group lies with TAHAL Consulting Engineers Ltd. and Water Planning for Israel Ltd., two veteran subsidiaries based in Israel with over 50 years of proven experience. TAHAL provides comprehensive solutions based on its extensive knowledge and its commitment to quality and excellence. It complies with ISO 9001 standards and conducts all its assignments in strict conformance with its principles.

## Examples of past projects

- Dominican Republic: Improvement of Drinking Water Systems of Santo Domingo (turnkey project). Analysis and operational optimization of the existing water supply system. Services include design, procurement, supply and implementation of priority works.
- Venezuela: Optimization and Operational Control of the Falcon State Water Supply System, and Feasibility Study / Final Design of Sanitation Systems for Coro, Punto Fijo, La Vela and Cumarebo. Detailed diagnosis of the Falcon State water supply system, definition of solutions for system optimization, and implementation of an operational control system. Also preparation of a plan and final design for the sanitation systems in the cities of Coro, Punto Fijo, La Vela and Cumarebo.
- China: Build-Own-Operate (BOO) concession agreement for provision of water supply and treatment in Dazhou, Sichuan Province, with a current capacity of 100,000 m3/day.
- Israel: Palmachim Seawater Desalination Facility (BOO project). Financing, design, construction, supply, installation, operation and maintenance of an RO seawater desalination plant supplying 48 million m3/year of drinking water.
- Romania: Water Supply Systems in Rural Areas (turnkey project). Feasibility studies, detailed design and construction of water supply systems in 1,000 villages, including provision of a financial package.
- Turkey: Yaylak Plain Irrigation Project (turnkey project). Design, management, construction and coordination services for a modern irrigation system covering more than 18,000 ha of lands in 46 villages located near Ataturk Dam in the GAP region.

## Technology & products

Master plans, feasibility studies, detailed design, financial studies, technical assistance and training, project and construction supervision, turnkey/BOT projects, GIS and MIS studies, environmental impact assessments.

## Objectives / Target companies

Governments, public organizations, private companies and individuals in both developing and developed countries.

**Category:** Water Network Monitoring.

www.takadu.com

## Company profile

TaKaDu is the global leader in Water Network Monitoring, providing a Software-as-a-Service (SaaS) solution for water utilities. TaKaDu's solution detects, classifies, alerts and provides real-time insight on leaks, bursts, network breaches, faulty meters and other inefficiencies. The solution is based on complex algorithms which analyze online data from existing meters within the network (flow, pressure, etc) in conjunction with external data (weather, holidays, etc). TaKaDu's patented technology is easy to deploy, requiring no network changes, no additional devices and no capital expenditure. The service is in commercial use by leading water utilities worldwide, served through a global network of partners and resellers.

The TaKaDu team is comprised of top-notch scientists with vast data analytics experience, alongside seasoned executives from global software leaders. TaKaDu is a founding member of SWAN (Smart Water Networks forum). The company is the winner of many industry awards, including the prestigious Technology Pioneer 2011 award from the World Economic Forum.

**Year of establishment:** January 2009

**No. of employees:** 35

## Background on the company

Based in Israel, TaKaDu was founded by Amir Peleg, an experienced high-tech entrepreneur and a top-notch team of Computer Science and Math Ph.Ds, as well as software market veterans. Prior to founding TaKaDu, Amir's previous company, YaData, was acquired by Microsoft in 2008.

## Solution General Description

TaKaDu's solution takes SCADA readings (flow, pressure, quality and other measurements) and GIS data about the water network, cleans them of "noise" and constructs a model of how the water network behaves, adjusting for the day of the week, hour, seasonality and operations and maintenance activity. It then monitors the network to detect anomalies based on the model and alerts when they happen. This lets water utilities "see" the network and detect leaks and other anomalies before they become much larger operational issues.

- The solution requires no network changes and uses existing historical and real-time online data
- Leaks are detected before they become bursts, since the solution is sensitive to relatively small changes
- Alerts are also provided when sensors, meters and operations malfunction
- The solution can monitor "blind spots" where sector or DMA water balance methods cannot work
- The solution is provided as a Software-as-a-Service: no installation or IT support is required. After the data is securely passed to TaKaDu, TaKaDu presents water utility staff with web-based reports showing water network behaviour and alerts upon anomalies or leaks.

TaKaDu's monitoring service is used by utilities worldwide, in Asia, Australia, Europe and Latin America, providing real alerts about leaks, bursts and other issues, such as faulty meters and network configuration problems.

## Solution Benefits and Value

TaKaDu's unique approach helps monitor the network's "blind spots" more effectively, control water loss, find more leak events and identify many small leaks before they become large. TaKaDu's ability to find faulty meters is in and of itself a major benefit. Most importantly, TaKaDu's system doesn't require any physical network or equipment investment on the utility side. Benefits include the ability to:

- Reduce and mitigate the need to replace network infrastructure
- Save water lost to network issues through leaks and bursts
- Save energy and other inputs wasted by producing water that is then lost to network inefficiencies
- Prevent "Network Events", e.g. energy wasted without water loss in pressure zone boundary breaches
- Reduce dependence on new water sources, as current sources will be more effectively utilized.

Even with well-established active leakage control practices, TaKaDu is proven to detect many network events, water loss events and other issues, often without prior notification by existing monitoring methods.

## Objectives / Target companies

Water utilities that are interested in evaluating TaKaDu's solution.

Israel NewTech
National energy & water program

The Israel Export & International Cooperation Institute

www.israelnewtech.gov.il | www.trade.gov.il | www.investinisrael.gov.il | www.export.gov.il