

Investment Opportunity

Facade Cleaning using Robots Proof of Concept (PoC)



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Executive Summary

Today companies use the traditional way on cleaning towers, skyscrapers and high buildings which could have many downsides in the aspect of Safety, Time, and Cost.

The aim of the project is to use Robotics for cleaning of building's façades, thus, increasing productivity, reducing operational risks, and contributing to preserving the environment.

In essence, Tawteen aspires for the Investors to establish a project as a Proof of Concept to trial Robotics technologies.

This project will be into two phases, phase1: POC phase (1-year max) and phase2: Scale-up phase.

After completing the PoC successfully the 5-years contract “scale-up phase”, winner(s) are expected to localize in Qatar by:

- Establishing a base in-country
- Providing in-country full operational support (maintenance, Training, qualified personnel)

Tawteen will provide various incentives in infrastructure and supplier development to support this opportunity.

Tawteen will also be conducting briefing sessions that will be communicated in the future to fully align on the process of evaluation and expectations of this opportunity.



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Detailed Opportunity Description

Aspiration

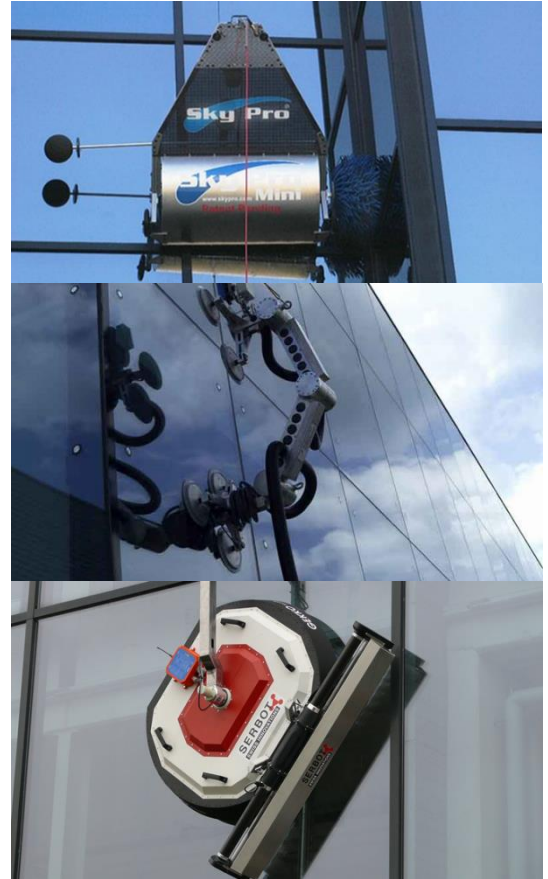
- To establish a company in Qatar to provide façade cleaning services using Robots to introduce automation to reduce manual labor and safety risks while keeping the Doha skyline clean.

Value for Energy Sector companies

- ↑ • **Safety** – by enhancing the working environment safety
- ↓ • **Time & Efficiency** – by reducing time required to perform the job
- ↓ • **HSE exposure** – by reducing exposure to hazardous products to human and environment such as detergents

Strategic Fit

- To introduce a first ever service in Qatar using robots to clean building facades
- Reduce dependency on manual labor and introduce automation
- Support circular economies



Localization Opportunity

Scope

Provide façade cleaning services using Robots

■ In Scope

Supporting Commitment:

■ POC Value: QAR 3.6M QR (Maximum of 1 year)

■ Scale-up: Value TBD (5-years)

Contracting Entity:



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RfP & Investor Pack Collection

Interested investors can collect the RfP and Tawteen Investor Pack from QatarEnergy through the following steps:

- If you are a registered vendor in QatarEnergy then please download the RfP and Tawteen Investor Pack once released on **28 July 2022** through QatarEnergy website:
 - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are not a registered vendor in QatarEnergy then please follow the vendor registration steps as soon as you collect your e-brochure to become eligible to participate once the RfP and Tawteen Investor Pack is released on **28 July 2022** through QatarEnergy website:
 - <https://www.qatarenergy.qa/en/SupplyManagement/Tenders/Pages/default.aspx>
- If you are an interested entrepreneur that does not have an established company, please contact the subject Cluster Lead on the email mentioned below to coordinate receiving the RfP and Tawteen Investor Pack
 - DGT Cluster Lead: digital_tawteen@qatarenergy.qa



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