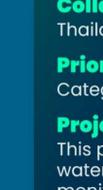


WAIA Global AIoT Dealboard

Demand & Supply Matching

BI-Weekly Updated!

Pre-screened by WAIA · Clear PoC & Collaboration Pathways · Priority for WAIA Members & Certified Partners



Procurement & Collaboration Opportunities

THA001

Thailand Smart Water Integrated Monitoring System Project

Client
Regional Water Resources Management Authority

Collaboration Region
Thailand

Priority Level
Category B (Equipment and System Cooperation)

Project Description
This project focuses on the digital upgrade of smart water management, aiming to build an integrated monitoring system combining water level, rainfall, and structural monitoring. The system needs to achieve remote data acquisition, wireless real-time transmission, centralized platform management, anomaly alerts and historical analysis, while complying with national hydrological standards. The project has significant potential for subsequent large-scale replication and platform expansion.

Preferred Partners

- Water level monitoring equipment suppliers
- Rainfall monitoring equipment suppliers
- Industrial IoT gateway manufacturers
- Sluice monitoring and working condition system providers
- Smart water system integrators

Core Requirement Modules

① **Water Level Monitoring (2 points)**

- Range: Approx. 12m
- Accuracy: 0.3% FS
- Interface: RS485 (Modbus-RTU)
- Protection: IP68
- Support remote data acquisition

② **Rainfall Monitoring (2 points)**

- Tipping bucket rain gauge
- Resolution: 0.5mm
- Dual contact output
- Accuracy: $\pm 4\%$

③ **Working Condition Monitoring (1 point)**

- Industrial IoT gateway (4G/wired backup)
- Multi-protocol compatibility (Modbus, etc.)
- Support mainstream cloud platform access
- 16-channel digital input
- Sluice gate position meter (Range: 15000mm, Resolution: 0.1mm)

System General Requirements

- Support NB-IoT / 4G (All-network compatibility)
- Support MQTT and other IoT protocols
- Local data caching and automatic data retransmission
- Operating Temperature: $-40^{\circ}\text{C} \sim 85^{\circ}\text{C}$
- Compliance with SL651-2014 / SLT 427-2021 standards

Mode of Cooperation

- Equipment supply
- Joint system integration implementation
- Technical adaptation and commissioning
- Future expansion cooperation

Project Timeline

3-6 months for deployment and acceptance

Value Highlights

- Standardized smart hydrological demonstration project
- Significant potential for large-scale replication
- Can be extended to a regional smart water platform
- Clear long-term operation, maintenance, and upgrade potential

MARO01

Morocco National Water Remote Monitoring (AIoT) Project

Client
National Office of Electricity and Drinking Water – Water Branch (ONEE – Water Branch)

Collaboration Partner
Flex Group

Project Sponsor
African Development Bank (AfDB)

Collaboration Region
Oriental Region, Morocco, covering 56 production centers

Priority Level
Category A (National Strategic Prototype Project / Large-Scale Deployment)

Project Description
This is a national-level AIoT prototype project in Morocco's water sector, aiming to monitor flow and pressure across water network through remote telemetry technology. The system is required to achieve:

- Real-time Data Management:** Improve real-time data handling capabilities
- Loss and Leakage Control:** Detect and reduce water resource losses
- Predictive Maintenance:** Optimize infrastructure maintenance efficiency
- Data Sovereignty:** Strengthen data ownership and infrastructure resilience
- Standard Definition:** The project is expected to define new national standards in Morocco

Preferred Partners

- Supply of flow and pressure monitoring instruments
- Secure data loggers
- 4G/GSM communication modules and connectivity solutions
- Local data aggregation and analytics platforms
- Cybersecurity and compliance experts
- System integration and on-site installation

Core Requirement Modules

① **On-site Sensing Devices**

- Sensors: Provide high-precision flow meters and pressure sensors
- Enclosures: Supporting protective and installation enclosures for field devices

② **Remote Telemetry Terminals**

- Communication: Support GSM-IP modules, compatible with GPRS/3G/4G
- Data Logging: Must provide local data caching and secure recording capabilities

③ **Platform & Security**

- Multi-tier Architecture: Support data flow from field sites to provincial and regional command platforms
- Security Standards: Comply with ISO/IEC 27001, Moroccan Law 05-20, TLS 1.2+, AES-256, and MFA

System General Requirements

- Certification Support:** Assist with regulatory and ANRT (Moroccan National Telecommunications Regulatory Agency) certification
- Scalability:** Support future expansion nationwide and to other smart infrastructure domains
- International Collaboration:** Coordinate with Flex Group AIoT Canada and its international partner ecosystem

Mode of Cooperation

- Ecosys Cooperation:** Implementation through AIoT Africa in coordination with certified local installers
- Documentation Sharing:** Full technical documents and project support available under NDA
- Preliminary Support:** Participation in RFP preparation, site survey, and issue identification

Project Timeline & Value

- Current Status:** Funding secured; preliminary testing completed in 56 cities
- Project Value:** Serves as a key entry point into Morocco's public infrastructure digitalization market, with significant potential for large-scale replication

BEL001

Belgium Squadron Discrete Manufacturing Digitization and Advanced Industrial Technology Introduction Project

Client
Squadron (part of SQG Group), focused on digital solutions for discrete manufacturing in Belgium and Europe, particularly targeting small and medium-sized enterprises (SMEs).

Collaboration Region
Europe, with a focus on Belgium and neighboring discrete manufacturing markets.

Priority Level
Category B: Mature technology collaboration and long-term strategic synergy.

Project Objective
Bridge the gap between advanced industrial technologies and practical shop-floor value by introducing proven, cost-effective industrial technologies into the European market. Adapt these technologies to local standards, regulations, and industrial environments to achieve truly usable, scalable, and value-creating industrial digital upgrades.

Priority Technology Directions & Preferred Partners

- Industrial-grade AR/VR and wearable device solutions
- Humanoid robots for discrete manufacturing and repetitive operations
- Indoor autonomous drones for inventory counting and verification
- Night-time autonomous cleaning and inspection robots
- Industrial-scale metal 3D printing systems
- Autonomous indoor transport vehicles and unmanned forklifts (AMR/AGV)
- Industrial technology companies with IT/OT/IoT integration capabilities

Preferred outreach
Mature industrial technology companies in Shenzhen

Mode of Cooperation

- Technology capability assessment and industrial adaptation validation
- Integration with Squadron's existing ERP / digital factory / robotics systems
- Local pilot deployment in Europe (PoC)
- Technology compliance adaptation and localization optimization
- Long-term strategic collaboration and joint market promotion

Application Areas

- Shop-floor operation support and digital work instructions
- Automation of repetitive production processes
- Warehouse and inventory autonomous counting
- Night-time unmanned cleaning and equipment inspection
- Metal additive manufacturing
- Intra-factory logistics automation and flexible distribution

Core Requirements

- Proven deployment in actual industrial scenarios
- Maturity level sufficient for scalable deployment
- Support integration with existing ERP / MES / OT systems
- Compliance with European safety and regulatory standards
- Cost structure suitable for SMEs

Project Timeline

- 3-9 months for technology assessment and PoC
- Within 12 months: development of a replicable industry solution

Value Highlights

- Implementation and adaptation led by local European system integrators
- Provides a pathway for mature Shenzhen industrial technologies to enter the European market
- Reduces cross-border technology introduction risks
- Establishes a China-Europe collaborative demonstration case in discrete manufacturing

SLM001

Digital Touring Solutions & Multimedia Integration for the National Museum of Sri Lanka

Client
National Museum of Sri Lanka

Collaboration Region
South Asia

Priority Level
A (Structured channel and product cooperation)

Project Description
This project aims to develop and implement electronic guide devices in collaboration with local partners and equipment suppliers. The cooperation will cover device deployment, content development, and operational management, with the goal of upgrading the digital museum experience and exploring the feasibility of nationwide promotion.

Preferred Partners
Electronic guide device suppliers
Local system integrators / distributors
Content development partners

Mode of Cooperation
Joint development of devices and content
Shared financial account with visitor revenue distributed proportionally
Local pilot operations and promotion

Application Scope
Intelligent in-museum navigation
Multilingual content playback
Interactive cultural experiences

Core Requirements
Support multilingual playback and location-based broadcasting within different areas
Hardware and content must be integrable and customizable
Capable of pilot operation with potential for nationwide rollout

Project Timeline
6-12 months to complete the pilot and evaluate feasibility for broader implementation

Value Highlights
Collaboration with the National Museum ensures strong pilot demonstration effects
Potential to establish long-term cooperation and replicable business models
Enhances museum digitization and visitor experience

UAE001

Service and Inspection Robots Project – Dubai Expo City FutureOS

Client
Dubai Expo City FutureOS

Collaboration Region
Middle East (UAE)

Priority Level
Category C (Seeking PoC vendors)

Project Description
This project aims to identify proof-of-concept (PoC) vendors for service and inspection robots, including humanoid welcome robots, food delivery robots, inspection robots, and cleaning robots. Currently, the local market has limited integration between robots and building systems. While there is strong demand for outdoor applications, existing products lack sufficient adaptation to the local climate.

Preferred Partners
Robotics manufacturers
System integrators / distributors
Solution developers for building-robot integration

Mode of Cooperation
PoC deployment and testing
Product adaptation and optimization
Potential local pilot operations

Application Scope
Humanoid reception and welcome services
Food and goods delivery
Facility inspection and monitoring
Cleaning and maintenance

Core Requirements
Adaptation to local climate conditions
Support integration with building systems (where feasible)
Flexible deployment for pilot testing

Project Timeline
3-6 months for PoC deployment and performance evaluation

Value Highlights
Early collaboration with Dubai Expo City FutureOS offers high visibility
Provides an opportunity to adapt products for the Middle East market and explore long-term projects
Explores the application of robotics integrated with urban infrastructure

Call for Interest



Interested partners are invited to submit an expression of interest by **April 1, 2026**.
Shortlisted partners will be contacted for technical alignment discussions.

Email Subject: Call Sub | Email Body
Please contact wai@wai.info with the following details:

WAIA Project Code + Supply Request (e.g. MAL001 Supply Request) | Brief company introduction | Responsible contact person & title | Contact information (email / whatsapp / LinkedIn optional)

Option 2: Online Registration Form
Interested parties may submit their interest by scanning the QR code on the right and completing the online form.
The WAIA Secretariat will review all submissions and contact shortlisted applicants by email.

