

Seeking heavy-duty fleet operators for a no-cost fuel-saving pilot

Summary

Profile type

Business request

Company's country

Ukraine

POD reference

BRUA20260708023

Profile status

PUBLISHED

Type of partnership

Commercial agreement

Targeted countries

• All countries

Contact Person

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Term of validity

8 Jul 2026**8 Jul 2027**

Last update

8 Jul 2026

General Information

Short summary

Romanian engineering company seeks EU heavy-duty fleet operators for a free measured pilot of a tribotechnical engine treatment. The product is added to existing engine oil during routine service, with no vehicle modification. Pilot covers product, protocol and supervision for 2–3 in-service diesel, HVO, biogas or CNG vehicles. Field use shows 8–10% fuel savings and reduced wear. If confirmed, cooperation may continue on a pay-for-performance basis.

Full description

Heavy-duty diesel, HVO, biogas and CNG fleets face rising fuel costs and engine maintenance costs while a longer-term transition to zero-emission vehicles is planned and funded. The request is for fleet operators willing to host a short, fully measured pilot of a tribotechnical engine treatment on 2-3 of their in-service vehicles; the product, measurement protocol and technical supervision are provided free of charge.

Technology background: the treatment is a tribotechnical product introduced into the vehicle's existing engine oil during a routine service. It forms a protective layer on internal metal friction surfaces, reducing friction and wear without any modification to the vehicle or engine. Independent laboratory testing (four-ball friction machine, GOST 9490 methodology, broadly equivalent to the European DIN 51350 and international ISO 20623 four-ball test standards) measured a 34% increase in scuffing index, a 26% increase in critical load, a 12% increase in welding load, and a 25% decrease in wear scar diameter, with no change to the oil's core physical and chemical parameters. On heavy-duty diesel fleets in real operation, documented results include an 8-10% reduction in fuel consumption and reduced engine wear, tracked through the fleet's own diagnostic tools and fuel records. The effect builds up over approximately 3,000-4,000 km after application and is maintained for approximately 100,000 km before a renewal application is needed.

What is requested from the partner:

- Access to 2-3 in-service heavy-duty vehicles for the duration of the pilot (typically one operating month, or the distance needed to reach a stable effect).
- Measurements (fuel consumption, engine diagnostic readings) are taken jointly, in the presence of the provider's representative, and recorded in two signed protocols - one for the fleet operator, one for the provider - before and after treatment.
- A point of contact within maintenance or operations able to coordinate the timing of the additive application with the vehicle's normal oil-service schedule.

No fee, product cost, or change to the fleet's maintenance procedure is required from the partner during the pilot. If the pilot confirms the expected savings, a pay-for-performance commercial agreement (a share of documented fuel savings, no fixed service fee) can follow, with no obligation to continue if results are not confirmed.

Advantages and innovations

- No cost or risk to the fleet operator during the pilot: product, measurement protocol and technical supervision are provided free of charge.
- Independently verified anti-wear/anti-scuffing performance and documented 8-10% fuel savings on comparable heavy-duty diesel fleets.
- No modification to vehicles, engines or existing maintenance procedures; added during a routine oil service.
- Applicable across diesel, HVO, biogas and CNG fleets, allowing savings on the fleet already in operation while electrification is planned separately.
- Clear exit: no obligation to continue beyond the pilot if results are not confirmed.

Technical specification or expertise sought

Heavy-duty vehicle fleets (city buses, coaches, or trucks) powered by diesel, HVO, biogas or CNG engines, with access to standard fuel-consumption records and engine diagnostic tools (e.g. on-board diagnostics or equivalent), able to make 2-3 in-service vehicles available for a measured pilot of a few weeks' duration.

Stage of development

Already on the market

IPR Status

IPR granted

IPR Notes

Sustainable Development goals

- **Goal 6: Clean Water and Sanitation**
- **Goal 7: Affordable and Clean Energy**

Partner Sought

Expected role of the partner

Type sought: public transport authorities, bus/coach operators, logistics and haulage companies, and other operators of heavy-duty diesel/HVO/biogas/CNG fleets, primarily within the EU.

Tasks expected of the partner: provide 2-3 in-service vehicles for the pilot; measurements (fuel consumption, engine diagnostics) are taken jointly, in the presence of the provider's representative, and recorded in two signed protocols, one for each party; designate a maintenance/operations contact to coordinate timing with the regular oil-service schedule.

Type of partnership

Type and size of the partner

Commercial agreement

- **SME 11-49**
- **SME <=10**

Dissemination

Technology keywords

Market keywords

- **06011 - Energy for Transport**

Targeted countries

- **All countries**

Sector groups involved

- **Mobility - Transport - Automotive**
- **Energy-Intensive Industries - BioChemTech**