

AGILE CITIES

Supporting market development
for innovative city solutions

www.agilecities.org

Kirsten Jack

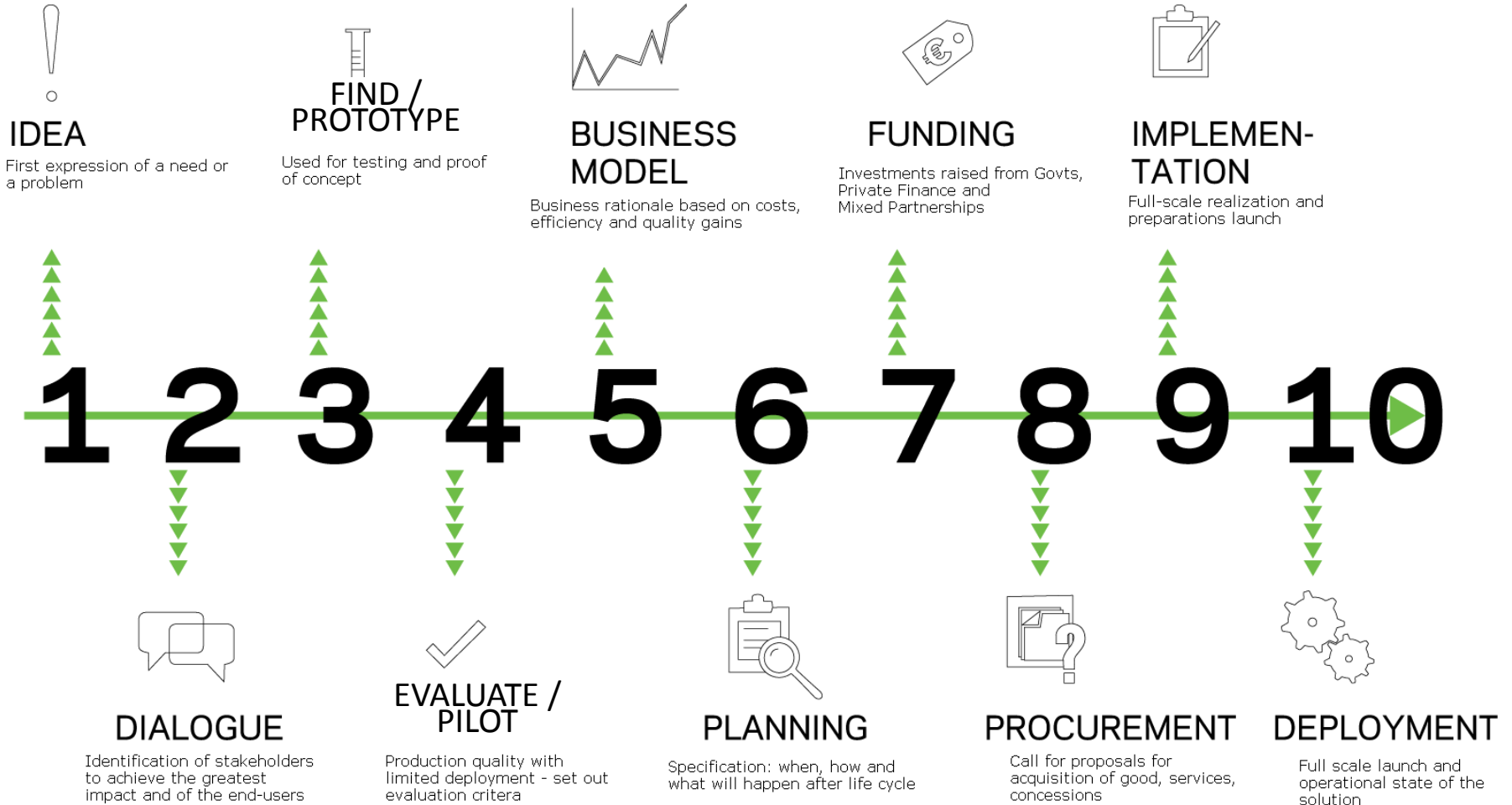
Head of Smart Technologies

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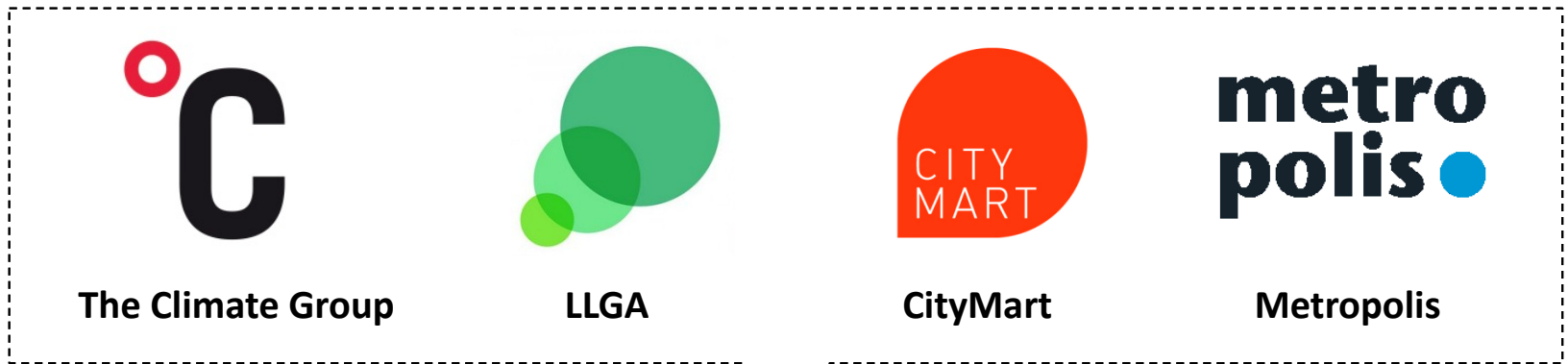
This is part of
THE CLEAN REVOLUTION

**557,000 LOCAL GOVERNMENTS
SPEND \$4.5 TRILLION PER YEAR,
CITIES WILL SPEND \$350 TRILLION ON
INFRASTRUCTURE WITHIN 30 YEARS
ONLY 2% OF BUDGETS CURRENTLY
SPENT ON 'SMART' SERVICES**

COMPLEXITY OF TAKING INNOVATION FROM IDEA TO DEPLOYMENT



AGILE CITIES



Seoul Lagos Rio de Janeiro
Melbourne Berlin Cape Town
Chicago Toronto Hamburg Vienna
Barcelona Fukuoka Birmingham
Cologne Bhubaneswar Austin San
Francisco Ottawa Amsterdam Maipu
Rotterdam Manchester Lyon Sacramento
Kansas City Bristol Zurich Aachen Vitoria-
Gasteiz Eindhoven Terrassa Aberdeen Donostia-San
Sebastian Alcornon Odense Tarragona Guarulhos
Lausanne Bottrop Kista Science City Lavasa Cesena Helmond
Paredes Constance Sant Cugat Del Valles Kortrijk Friedrichshafen Furesø Kommune

**| 50 CITIES | 2 YEARS | 181 CONCEPTS |
109 PILOTS | 450 TENDERS | 578 SOLUTIONS**

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BARRIERS TO AGILE MARKETS

City Processes | Market Failures

~90% No formal process for receiving unsolicited solutions

~85% Cities don't trust project information provided, and rely on informal co-validation by city employees

~75% Complexities of interdepartmental collaboration prevent uptake of innovation

~65% access to funding for pilots and roll out

~60% clarity or feasibility of value/business model for solution

Poor accessibility of information on innovative city solutions

Market fragmentation leads to high and **prohibitive costs** of customer acquisition

Lack of third party validation of solutions implementations

Lack of market intelligence on **holistic impacts** of solutions, e.g. Benefits for citizens, or economic growth

Lack of benchmarking data for city solutions

TOOLS FOR AGILE MARKETS

City Tools | Market Tools

Agile Cities Knowledge Portal:

- ‘**Quick facts**’ on pre-procurement
- **Articles** on procurement of city service innovations
- A searchable database of good practice **case studies**
- Online showcase of existing and emerging **pre-procurement tools**

‘Readiness for innovation’ City Self-Assessment Toolkit with associated guidance on pathways to improve pre-procurement processes.

Online Marketplace: Online catalogue/marketplace of innovative city solutions (CityMart.com)

Project Validation Tools: a process of validation offered to build solution providers’s trust and credibility.

Calls for solutions: A complete service to help organisations to define their needs, publish them and discover the best solutions in the global marketplace

Finding Solutions: Annual LLGA city challenge program supporting cities in articulating needs and finding innovative solutions.

NEXT STEPS

CityMart Online Showcases and marketplace

Beta site launched 2012

Project Implementation Validation Tools

Launched 2012

LLGA I Cities Pilot the Future 2013

Judging green growth impacts of
1,000+ city solutions

February 2013

LLGA Awards (San Francisco)

May 2013

Green Growth Validation tool

Project Initiation Spring 2013

Agile Cities Knowledge Portal

Launch May 2013

'Readiness for innovation' City Self-Assessment Toolkit

Project initiation mid-2013

Calls for solutions service

Under Development

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