# **AGILE CITIES**

Supporting market development for innovative city solutions

www.agilecities.org

Kirsten Jack
Head of Smart Technologies



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



### **IDEA**

First expression of a need or a problem



Used for testing and proof of concept



### BUSINESS MODEL

Business rationale based on costs, efficiency and quality gains



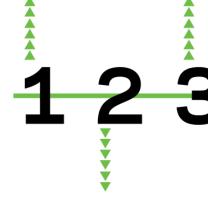
### **FUNDING**

Investments raised from Govts, Private Finance and Mixed Partnerships



### IMPLEMEN-TATION

Full-scale realization and preparations launch





#### DIALOGUE

Identification of stakeholders to achieve the greatest impact and of the end-users



Production quality with limited deployment - set out evaluation critera



### **PLANNING**

Specification: when, how and what will happen after life cycle



#### **PROCUREMENT**

Call for proposals for acquisition of good, services, concessions



#### DEPLOYMENT

Full scale launch and operational state of the solution

## **AGILE CITIES**









LLGA

CityMart

Metropolis

IDENTIFY BARRIERS

TO MARKET DEVELOPMENT



PROMOTE

KNOWLEDGE SHARING

TO SUPPORT CAPACITY

BUILDING



DEVELOP TOOLS TO SUPPORT 'CITY INNOVATION' MARKETPLACE 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

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

## **BARRIERS TO AGILE MARKETS**

## City Processes I 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 <u>pre-procurement tools</u>

'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)

<u>Project Validation Tools</u>: a process of validation offered to build solution providers's trust and credibility.

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

<u>Finding Solutions</u>: 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** 

# **AGILE CITIES**

Supporting market development for innovative city solutions

www.agilecities.org

Kirsten Jack
Head of Smart Technologies

