



Smarter Together

SCC01s Eindhoven Replication Workshop 25th May 2016

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Summary *(for communication to EC DG stakeholders and 7xSCC01 Coordinators)*

The purpose of the workshop was to openly and practically explore synergy potential across the EC's smart city lighthouse projects. Participants included coordinators &/or replication leads from 6 of the 7 SCC consortia.

All of the representatives of the projects expressed clear ideas of how to increase the quality and impact of dissemination by working together. Positive effects of working together can be more efficient and effective in delivery, provide clearer communication to the European market, make a positive impact to that market to the benefit of EU society and Industry; strengthen alignment with the actions of the EIP_SCC, and support a step-change in value, through a variety of very practical actions.

Following a sharing of replication approaches, insights and ideas were developed on what these opportunities are and how to approach them: addressing operational matters of (i) content – we are collectively implementing ~100 'measures' within which there are significant similarities; (ii) approach – clear synergies exist, and (iii) overall strategic and market enabling themes – we can collectively influence the market.

There is an appetite and commitment to put in place a process to exploit these synergies.

Of the long list of potential actions, seven were outlined in more detail, and include:

1. Establish a **coordinating role** across the consortia, at least:
 - a. Continue with meetings of the project coordinators (primarily by teleconferences)
 - b. by finding common dissemination activities that we prepare collectively with the relevant project members
2. **Streamline conference** and event activities in the market, and where appropriate develop **common messaging**. **The representatives agreed on trying to coordinate the larger external events from the SCC to a couple per year and helping each other rather than competing**
 - a. **The next common meeting will be the Building Sustainability week in Stockholm in October 2016 with participation by speakers from the 7 SCC projects, common SCC exhibit and breakfast as well as study visit to lighthouse city Stockholm and replication meeting for all SCC projects The SCC projects will give input i:e speakers, themes to the replication meeting and approval of common exhibit by June 3**



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b. Remourban will have a event in March 2017 and the other SCC projects will fill in the agenda with their mayor events for the coming years

3. Coordinate **communication activities and develop common solutions** for the SCC collectively in a way that it will draw together the replication/communications leads to identify and sustain synergies. To start with GrowSmarter suggested together with Triangulum a common exhibit that will show the smart solutions in all projects using an interactive technology. The SCC projects were positive to this at the meeting and will finally decide upon this proposal by June 3. This Exhibit and touch-screen can then be developed to include new SCC projects and used at many different events.
4. List the **interested 'scale-up' cities** that most consortia have engaged, which in total is well over 100 cities of all sizes and locations, in order to streamline engagement and improve value potential to these cities. The replication manager of GrowSmarter was asked by the meeting to develop this possibility together with other projects so that a proposal can be put forward at the replication meeting in Stockholm in October.
5. **Map and profile the ~100 measures** to understand in more depth where there may be potential share detail that could lead to improved quality and consistency of solution, and demand aggregation benefits in the market, and advantages for other EU cities. In the process of developing a joint Cross-SCC exhibition booth for the Sustainable Buildings Week in Stockholm, Fraunhofer IAO will collect information about all solutions / measures which are (to be) implemented in the lighthouse districts of all 7 SCC projects. To this end a template will be circulated amongst all stakeholders in a first step to collect feedback and generate a joint format for information assessment.
6. **Urban Platform:** invite all cities and all industry partners to sign up to the EIP-SCC Urban Platform initiative LoI / MoU (respectively) that seeks to establish a more common approach to this vital enabling data sharing solution. Share the ICT Systems Architecture of Triangulum with all SCC Lighthouse projects as existing reference architecture that can be further build on.
7. Draft a concept paper to explore options and impact of a **financing delivery vehicle** to manage the investments for significant scale up of solutions from the collective. Graham Colclough will prepare a first draft of this concept paper.

These will all be taken forward through agreed actions over upcoming months, and discussed again during the Sustainable Buildings Week in Stockholm in October. A further coordinator meeting will be held between now and then.

A significant number of additional ideas were developed and will be further evaluated for potential action.

Further details captured will be shared within the SCC01 consortia.

A. Working Session on Insights & Ideas following presentation of Replication Approaches

*(NB ** = prioritised and developed further)*

Theme 1: CONTENT: Solutions / Measures

- i. **Map all ~100 Solutions ****
 - a. to understand synergies



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- b. Matrix of solutions (A/B/C in terms of prio or commonality Vs Barriers)
- c. Characterise / Profile / use Templates
- d. Market Barriers (will also emerge during implementation)
- e. Use Stories at a tactical level to support engagement
- ii. Connect: Solution → Bill of Materials → *Service & Business Model* ← city characteristics and needs
- iii. Capture Best Practices at solution level

Theme 2: APPROACH: Logic / Method / Tools

- i. **Events: combined events (Fraunhofer; ICLEI, E'cities; Cities...and SC EXPO etc) ****
 - a. study tours
 - b. communications and messaging;
 - c. common look and feel and visualisation
 - d. Efficiency and cooperation
- ii. Map Districts
- iii. **List Scale-up / Interest Cities ****
- iv. Characterise Lead / Follower/Fellow ./ Interest Cities (eg Remourban approach)
- v. Compare Timelines
- vi. Common Materials (comms) for use at conferences etc
- vii. Stories approach at a more strategic level & visualisation – links to how we package up our messages
- viii. Industry / Stakeholder mapping – yet retain a city-needs-led, & a demand-driven approach
- ix. Best Practice collection – technical solutions; Methods; (incl societal); financial

Theme 3: STRATEGIC: Enabling / Integration

- i. **Coordination role (Internal; external; rotating) ****
- ii. Alignment with EIP
- iii. Mindset: piggy-back on others work; steal with pride – share with passion
- iv. **Common Platform across the 7 (+ 16/17 ones) ****
- v. **Collaborative Financial delivery vehicle ****
 - a. Financials / investment / risk / Impact Fund (RoI / SMEs-jobs / Social value)
 - b. Balancing efficiency and growth agendas (many measures are targeting efficiency that can reduce jobs)
- vi. Compliance with / Challenge of SCC01 EC General Agree't conditions
- vii. Additional SCC01 programmes – how to engage the new ones early; and if/how to engage past ones? A market making opportunity
- viii. Identify the multipliers
- ix. Engage Industrial Partners

Synergy Potential – from our 6 updates insights; what are the obvious synergies?

- Sharing and taking a common approach
- Lampposts
- Citizen Engagement / Co-creation (eg a common Citizen Eng't App)
- Jobs: SME fund (funding London)
- Understanding Citizens Needs (demand side tool box)



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- Capacity Building Materials
 - A). City staff capacity building
 - B). Dissemination
- **ICT Architecture – the Urban Platform *****

Top 7 Ideas further developed

1. COORDINATION ROLE
 - a. Agile approach
 - b. Coordinator calls
 - c. Develop content
 - d. Take next step in Stockholm (Oct 16)
(½ p summary Graham)
2. EVENTS
 - a. Replication events / Workshops every 6 mos – rotating principle
 - i. Triangulum (May 16) – Eindhoven
 - ii. GrowSmarter (Oct 16) – Stockholm
 - iii. Remourban (Mar 17) – Valladolid
 1. Align with EIP
3. COMMON COMMUNICATIONS PLATFORM
 - a. Integrate Dissemination Officers into discussion
 - b. Start collecting events etc
4. MAP SOLUTIONS
 - a. Share Templates (asap) & collect comments
 - b. Collect Info / Data on Solutions
 - c. Prepare touch screen input for Stockholm
5. ICT SYSTEMS ARCHIECTURE / URBAN PLATFORM
 - a. Coordinators to invite all City partners to sign EIP_SCC Lol; and Industry partners to sign MoU
6. INTERESTED CITIES
 - a. Send list from Eurocities Monday meeting (Damian)
 - b. Each Project: compare with own list & produce composite list
 - c. Suggest working process for Interest group (Carsten & Miguel)
7. FINACIAL DELIVERY VEHICLE
 - a. Produce concept note on delivery vehicle (Graham 1st draft)
 - b. Comment & amend before Stockholm