



European Innovation Partnership on Smart Cities and Communities
Building a Market for Smart Cities and Communities
Minutes Business Model, Finance and Procurement
Workshop

Market Place

of the European Innovation Partnership on
Smart Cities and Communities



Minutes - 20/06/2017

AC meetings break-out session

Business Model, Finance and Procurement

| | |
|-------------------|---------------------------|
| DATE | 20/06/2017 |
| DOCUMENT | Minutes |
| OPENING / CLOSING | 14:00/15:45 |
| LOCATION | Brussels, Hotel Metropole |



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Building a Market for Smart Cities and Communities

Minutes Business Model, Finance and Procurement Workshop

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PARTICIPANTS

| # | Name | Organisation | Role |
|----|------------------------------|----------------------------------|-----------------------------------|
| 1 | Sarah Bogaert | VITO/EnergyVille | City-zen coordinator |
| 2 | Damian Bornas Cayuela | EC-INEA | Project manager |
| 3 | Mark De Colvenaer | Smart City Tech | Founding Partner |
| 4 | Anja De Cunto | EUROCITIES | Funding and financing coordinator |
| 5 | Philippe Leonard | The Smart Cities Council Europe | Europe Director |
| 6 | Valerio Gori | PwC | Manager |
| 7 | Elisabeth Jorge | Fomento de San Sebastian | |
| 8 | Bernadett Koteles-Degrendele | EUROCITIES | Smart cities project coordinator |
| 9 | Philippe Fournand | Algoé | Senior manager |
| 10 | Luke Loveridge | Bristol City Council | Smart City Programme Manager |
| 11 | Sara Madariaga | Bosonit S.L. | Innovation Manager |
| 12 | Marcos Nogueira | IrRADIARE, Science for Evolution | Managing Partner |
| 13 | Nathan Pierce | Greater London Authority | Coordinator of Sharing Cities |
| 14 | Fabrizio Porrino | FacilityLive | SVP Global Public Affairs |
| 15 | Antulio Richetta | IBI Group | Director |
| 16 | Flavia Vianello | European Commission | Policy assistant |
| 17 | Federica Bordelot | EUROCITIES | policy advisor |
| 18 | Stefan Einarsson | | |
| 19 | Jarmo Eskelinen | Future Cities Catapult | CITO |



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| | | | |
|----|------------------|----------------|--|
| 21 | Mathias Reddmann | | |
| 22 | Veronika Cerna | | |
| 23 | Rui Franco | City of Lisbon | |

AGENDA

Abstract *The Action Cluster Business Model, Finance and Procurement seeks to be the central focal point for the gathering and sharing of information on business models, finance & funding opportunities and procurement schemes for smart cities. In particular, this meeting of the Action Clusters will focus on smart city business models with the presentation of the best practices and lessons learned from successful projects. The presentations will facilitate the discussion on how to capture and collect information on smart city business models. The discussion will provide inputs for the further development of a Business Model Library, which aims to allow local authorities and relevant stakeholders to easily access information on successful smart city business models and enables replication.*

11:15 Participation to Vertical Action Cluster meetings

14.00 Welcome and introduction

- **Anja De Cunto**, Funding and financing coordinator at EUROCITIES

Presentation on Smart Cities Business Models

- 14.15**
- **Sarah Bogaert**, Project manager at VITO , lessons from City-Zen
 - **Giovanna Galasso**, Director at PwC Consulting, Analysing the potential of Smart Cities and Communities solutions

14.45 Open discussion: how to better capture and collect information on successful smart cities business models? How to enable replication better among smart cities projects and in cities?

15.30 Next step of the AC BM

15:45 End of the break out session



European Innovation Partnership on Smart Cities and Communities Building a Market for Smart Cities and Communities Minutes Business Model, Finance and Procurement Workshop

OBJECTIVE

The AC aims to update participants on the initiative of the Action Cluster and receive feedbacks and suggestions on how to develop further the difference initiatives.

One of the main objective of the initiative was to achieve agreement amongst SCC01s. This collaboration gives the possibility to involve the other ACs and participants of the EIP on the produced outputs and on the possibly create further collaboration.

The contributions of Business Models experts, as Giovanna Galasso, from PwC, and Sarah Bogaert, from City-Zen, focused the activities on the lessons learned in the implementation of Smart cities projects and the main important KPIs for the replicability and the diffusion of new projects.

In conclusion, the discussion has focused on the development of the Business Model library, with the objective to develop a clear and shared template for the collection Business Models

HIGHLIGHTS

The Workshop has contributed to the knowledge sharing of successful Business Models and the creation of a tool, The Business Model Template, which would allow to significant information of on the different aspects. In addition, the AC team and participants have participated to the Morning session of the Vertical Action Cluster. This was first step forward for the collaboration of the ACs.

WAY FORWARD

The AC aims to continue the knowledge creation process thank the constant update and development of the tools, as the Funding and Financing Guide and Business Model repository. In addition, the AC will proceed further with the collaboration among the different ACs and the other initiative of the EC on Smart cities. In particular the collaboration with the SSCs projects.



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Short Profiles of the Speakers

Anja de Cunto

Role: Funding and financing coordinator

Organisation: EUROCITIES

Short Biography: Anja De Cunto actively coordinates the Action Cluster on Business Models within the EIP-SCC Market Place. She is the Funding and Financing Coordinator in EUROCITIES, where she is responsible for the EUROCITIES funding information service on funding and financing opportunities for local authorities. She has been involved in different initiatives as FP7 NiCE focused on energy efficiency in cities.

Sarah Bogaert

Role: Coordinator

Organisation: City-Zen

Short Biography: Sarah Bogaert is environmental economist and works for the Unit “Sustainable Energy and Built Environment” at VITO/EnergyVille. EnergyVille is an association of the Flemish research institutes KU Leuven, VITO, imec and UHasselt working together on sustainable energy and intelligent energy systems. Sarah coordinates City-zen, an FP7 Smart Cities project with 25 partners working on energy transition. Demonstrated in Amsterdam and Grenoble, City-zen covers the testing and upscaling of more than 20 innovations in the field of retrofitting, heating, cooling, and smart grids. The City-zen project also has a clear focus on how to better involve the citizens and lift barriers they can have towards this transition. Moreover, within City-zen, methodologies are developed and original dissemination activities are introduced to maximise replication of the lessons learned. Sarah also coordinates a technical study supporting the European Commission in developing a ‘Smart Readiness Indicator for Buildings’ as part of the Energy Performance of Buildings Directive recast.

Giovanna Galasso

Role: Director

Organisation: PwC

Short Biography: Giovanna has a wide experience in integrated Smart Cities and Communities solutions projects. In the last years, she has carried out a deep analysis on different Business Models and their application on the development of Smart Cities. Giovanna has an extensive experience managing large and complex projects for European institutions, including different DG CONNECT, DG ENV, DG ENTR and DG Research and other national and international organisations (e.g. FAO). She has gained wide experience in coordinating expert teams and has carried out several transformation projects for public sector organisations aimed at process analysis and reengineering as well as introduction of ICT in the public sector. She is also currently involved in a DG CONNECTED research and innovation project, focusing on Innovation Procurement. Giovanna holds a Master in Public Management and a BA in Political Science - International relations from Federico II University in Naples and is also a Prince2 Certified Practitioner