



# Market Place

of the European Innovation Partnership on  
Smart Cities and Communities



## Minutes – 17/03 VIDEO Video Conference call

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Integrated Infrastructures & Processes – Humble Lampost Initiative

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## PARTICIPANTS

Name	From
<b>EC &amp; Market Place</b>	
Eddy Hartog	Head of the Smart Mobility & Living Unit, European Commission
Mathias Reddmann	European Commission
Wim Jansen	European Commission
Flavia Vianello	European Commission
Graham Colclough	Action Cluster Leader, Urban DNA
Paolo Gentili	Engagement Leader, PwC
Derrick Pisani	PM, Connectivity Alliance
Claudia De Angelis	Action cluster Manager, PwC
<b>SHARING CITIES</b>	
Nathan Pierce	Sharing Cities Programme Director
Alberto Ventura	A2A Smart City (Milan)
Jana Koleva	Follower City Lead (Burgas)
Jorge Martins	Lisboa e-nova
Sarah Butler	Royal Greenwich
<b>CROSS SCC01 COLLABORATORS</b>	
Koen Vermeulen	Rotterdam, RUGGEDISED PMO
Ruben Garcia	MySmartLife (Cartif)
Philippe Fournand	Algoé, Smarter Together
<b>Others but not the least</b>	
Lutz Heuser	Urban Institute, Head of German standardization initiative on HL
Gina Lacroix	Urban Institute
Federico Stirano	SiTI, Piemonte Region of Italy
Paolo Lazzeroni	SiTI, Piemonte Region of Italy
Luca (?)	?
Robbie Park	Bristol lighthouse city
Luke Loveridge	Bristol lighthouse city
Theo Tryfonas	Bristol lighthouse city
Paul Copping	Digital Greenwich, Chief Innovation Officer
Bart De Lathouwer	Espresso PM



## AGENDA

### Main topics:

- To determine how best to achieve an **open affordable component-based city lighting solution** by and for cities delivered collaboratively **between cities and industry**.
- To agree between the three invited (and interdependent) demand-side groups how to **move forward** together faster and more effectively to implement the HL as an **economic** and **collective** opportunity.
- To identify a **group of volunteers** dedicated to the draft of HL **specifications** for a future tender.

## HIGHLIGHTS

During the conference call, the following main highlights emerged:

1. **Objectives of the Humble Lamppost Initiative:** Eddy Hartog introduced the meeting saying that the main objective of the HL Initiative is to aggregate demand and to achieve a large scale EU smart lighting solutions deployment. This can be translated into the ambition to have 10 million 'smart' poles throughout the European Union, also in innovative business models definition and tendering approaches. The objectives were confirmed and should take form in a future tender.
2. **HL Specifications:** Graham Colclough, the Action Cluster Leader of HL Initiative, presented the current state of thinking on the type of functionalities the “smart/humble” lamppost should have (use cases), the preferred business model, the financing options and standardization issues. Lutz Heuser informed all attendees that there is a current HL classification and each class include different kind of capabilities: HL fundamental specifications (basic) on light, electricity and IoT devices (connectivity). There are also different classes and related on-top specifications of new devices integrated in a stand-alone HL. From this classification, it could be necessary to identify which is the best mix of the specifications requested by demand side.
3. **Document of HL specifications:** A specific **workgroup formed by volunteers** will draft the document specifications by end of April for a future tender. This exercise will allow assessing feasibility of procurement and clarification of operational requirements. The **workgroup** is formed by the following volunteers:
  - Federico Stirano (SiTI), coordinator of Small Cities of Piemonte Region of Italy;
  - Lutz Heuser (The Urban Institute);
  - Luke Loveridge (Bristol City);
  - Nathan Pierce (Sharing Cities Programme Director);
  - Graham Colclough (Urban DNA, Action Cluster Leader);
  - Wim Jansen (EC);
  - Jorge Martins and Miguel Águas (Lisboa e-nova).

Claudia De Angelis (market place) will support and monitor the activities of this group (and other ad-hoc activities as they will emerge).

During specific meeting scheduled on next week, Lutz Heuser and Graham Colclough could involve other cities.

## ACTIONS TO TAKE

The main actions to take are:

**Document of HL functionalities:** the workgroup of volunteers will identify a set of use cases (combination of Light/Non light based Use Cases) in a proper document formed by 3 section



- Current specifications identified;
- Specifications can already be added in;
- Nice to have Specifications.

Issues that should be discussed, emerging from the discussions at the meeting and on the basis of the current state of thinking of the HL initiative:

- "where are we now";
- Establish 'classes' (options) and define volumes and types (upgrading renewing, totally new LP);
- Ownership model to be clarified, involvement in acquisition;
- How to translate specifications into a business opportunity (beyond a service).

How to attract new partners to reach high volumes?

- Financing options;
- Toolkits for cities with different options.

## NEXT STEPS

Participants agreed to follow next steps:

#	Next step/Task	Ownership	Deadline
1	Feedback from the volunteers under point 4 of enclosed Agenda: <i>Audio conference organization</i>	Workgroup <i>Action Cluster Manager (for audio conf call organization)</i>	End April 2017
2	Mapping of financing options (buy/lease/other): <i>audio conference organization</i>	Workgroup/Market Place, <i>Action Cluster Manager (for audio conf call organization)</i>	End May 2017
3	Action cluster meeting in Brussels; this should include the supply side	Market Place (AC leader to involve supply side)	End May 2017
4	Call for other cities to join the project	Market Place	Mid June 2017
5	First draft of tender specifications ready	Workgroup	End June 2017
6	Speech at Eurocities to include 'smart/humble' lamppost	Market Place	November 2017
7	Opportunity to bring demand and supply together at the Barcelona fair (Smart City Expo World Congress November 14th-16th 2017)	Market Place	November 2017