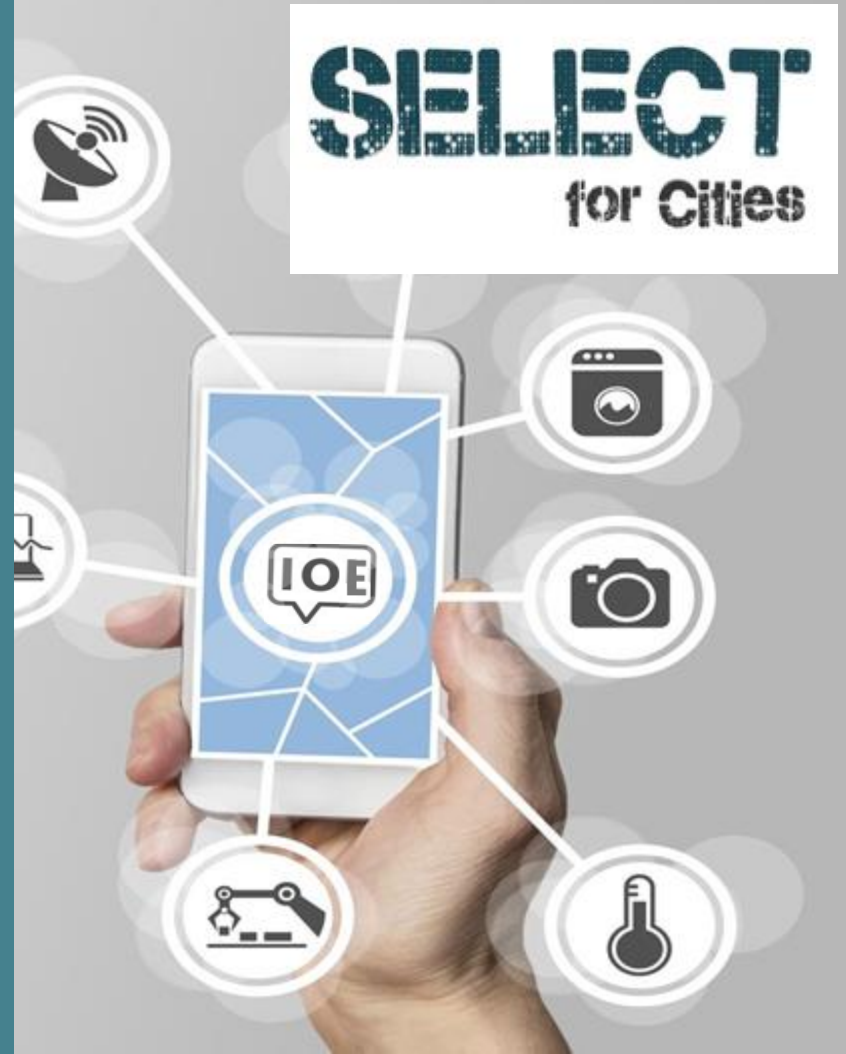


Open Consultation Results

...about a competition to create
large-scale city innovation labs using
Internet-of-everything (IoE)



Discussions with Potential Suppliers



Online Survey

Answers from 22 Countries



Antwerp Workshop

24 May 2016



Copenhagen Workshop

6 June 2016



Helsinki Workshop

30 May 2016

71 Respondents

160 Participants

Key Findings



Feedback from the Open Market Consultation Participants

SELECT for Cities Statement: The consortium is looking for a platform that is generic, open and able to showcase all use cases in all three cities. Furthermore, it should be pluggable, easy to set up and useable in other cities.

Feedback: *The platform has to integrate easily with the existing cities infrastructure and architecture. This might be challenging.*

Response: This is the primary reason why the SELECT for Cities competition was created - to seek creative R&D solutions.

Feedback: *Additional information is needed about the level of openness requested by the platform.*

Response: This information will be provided in the tender documents along with evaluation criteria and scoring methodology.

Feedback: *SMEs and start-ups may find it difficult to integrate different components, setting up a business model and using open data and open source.*

Response: Creating an innovative and sustainable solution containing these different dimensions is an important part of the competition. Partnering with other companies may help provide a holistic offering.

Feedback: *The use cases presented are too restrictive, difficult to implement and will be complex to handle in 3 different cities. They do not enable suppliers to showcase the innovativeness of solutions, the adaptability to different standards and use cases.*
Response: Use cases are means of testing the solutions in real life scenarios. Applicants will be given the possibility to propose further use cases.

Feedback: *Finding a suitable partner may be challenging for small, medium and large companies and startups.*

Response: Use the SELECT for Cities matchmaking tool <http://bit.ly/29SEg58> to form the right consortium.

Feedback: *We feel we will be facing the possibility of exposing our work to competitors. We are fearing for a loss of revenue and investment on the R&D we invest.* **Response:** SELECT promotes [open innovation 2.0](#) principles and expects bidders to capitalize and generate revenue on the results of the competition. IPR is a key part of the expected solution.

Conclusions



Results

Is the platform challenge innovative enough?



Conclusion

- The platform challenge is deemed innovative and exciting to participants of the Open Market Consultations
- The broad specifications and scope currently seems too overwhelming
- The Consultations' participants want to be innovative and they would like to have as little restrictions as possible while preparing for the tender

Will suppliers take part in the competition?



Conclusion

- 80% of respondents to the online survey said they were interested in participating
- Workshop participants are interested in participating but some are worried about scope and budget
- The demand for the solution to be open source is challenging

What can SELECT do to help suppliers?



Conclusion

- Take all feedback from workshops and survey and ensure it is reflected in the tender documentation
- Create a partner matching tool to help smaller organisations build consortiums <http://bit.ly/29SEg58>
- As much information as possible about requirements will be provided in the tender documents, project's website, newsletter, reports and social media accounts