General Assembly - 12th October 2017
'Towards a Joint Investment Programme for Smart Cities'

MARKETPLACE BREAKFAST

The EIP-SCC General Assembly kicked off with an informal Marketplace Breakfast (from 8.30 – 10.00am), involving 160 people representing industry, cities, and investor communities, and addressing 17 different topics.

The purpose was to agree practical actions that will accelerate the financing at scale of bankable smart city projects.

Marketplace Breakfast

Marketplace Breakfast Objectives

1. For cities, industry, investors and other players with experiences in investing in Smart Cities solutions to meet and share their interests, views and businesses
2. Consolidate some well-advanced opportunities in terms of moving them closer to the market and certainly understanding what steps will shift these to action in the market
3. Deliver practical next steps that can accelerate the financing of projects at scale

Table Discussion Process

Specific roles were set to structure and support a productive discussion

| Chair	Facilitator	Expert(s)
• 'Owns' the discussion and is accountable to ensure solid output • Ensures balanced contribution	• Ensure the template is legibly completed as a final output (& may use flip chart to help capture additional and 'in-process' points / diagrams • Checks with chair and participants to ensure points are adequately captured	• Tables may have 1-2 experts on the subject, invited early on to elaborate on key points

Generic Agenda

- Chair briefly introduces the Topic; Key Roles; and desired Output
- 'Tour de Table' introduction
- Expert(s) pick up on the Chair's points and add colour, context, examples, ideas
- Chair, Expert(s), & Facilitator stimulate discussion and steer towards specific output. (i.e. new projects; specific follow-up actions; key challenges etc)
- Chairs (with help of Facilitator) reviews the Template content with participants

Output Template

A common template captured key points from the discussion:

- **Principal Ideas & Outcomes from the Discussion**

- **Challenges to Overcome to Stimulate Cross-Sector Collaboration & Scale Investment**

- **Practical Next Steps**
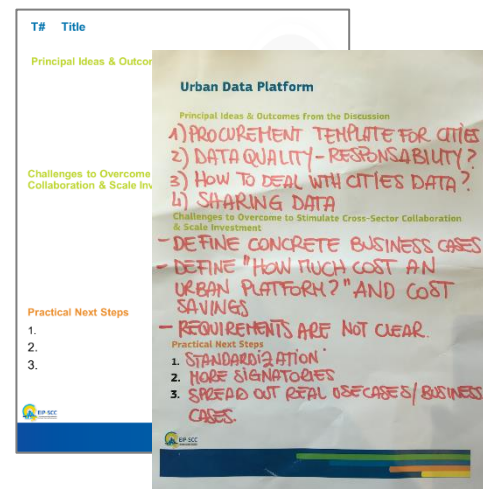
Common Themes Emerging

A number of common messages emerge from most table discussions. These are not new; however, they present vexing challenges, needs, and opportunities for the market to address:

- Financing – of good ideas to get them established; and of scale implementations

- ROI / Business Models – demonstrating financial attractiveness of solutions, and constructing (innovative) business models that make solutions work, at scale
- Alignment of financing – between multiple types of investor
- Use Cases – the need for very practical examples to engage and communicate
- Value Chain Mapping – of the steps in the chain and actors involved, to support new thinking
- Interoperability / harmonisation of solutions – open solutions that can be easily replicated
- Guidance & Standards – much exists; application will build confidence and de-risk solutions
- 'Convening' – city hall, governments, and investors can all play important roles to condition the market and incentivise greater productivity
- Demand Aggregation – an opportunity to achieve economies of scale, and certainty
- Inclusiveness – geographically, and in terms of city size (not leaving small cities behind)
- Knowledge – capture sharing, and capacity building
- The need to work across silos – within sector and across sectors / professions
- Mindset change that is required

Table Specific Capture

The following pages provide more detailed notes for each of the 17 tables.

Forward Plans

These notes will be built into Action Cluster / Initiative roadmaps, and the more common or priority ones will be incorporated into the "Towards a Joint Investment Programme for European Smart Cities"

Table 17: Participatory Budgeting for Inclusive Smart Cities and Communities

Participatory budgeting - unexploited potential for Smart Cities, challenges and best practices. Definition of possible scenarios to implement PB in areas such as smart mobility, energy efficiency, waste management and e-government.

Chair	Facilitator	Experts / M'Pl ace
Michelangelo Secchi	Maria Sangiuliano	

Principal Ideas and Outcomes from the Discussion

- Participatory Budgeting as one of the most successful civic engagement and empowerment techniques with clear evidence of its mid-term ROI and high widespread diffusion worldwide
- Available platforms and digital tools (i.e. CAPS H2020 Empatia, Consul and several others) facilitate the process and make it less expensive throughout its consultation, ideation, voting of project's idea and implementation phases
- Despite massive digitalization PB remains a "hybrid process" that mixes in person and online channels of engagement of inhabitants and its delivery require a multi-disciplinary approach

- Potentials to integrate PB with e-government (Transparency/Open Data/co-creation of digital services) and Smart City Policies (focus on vertical areas, i.e. mobility, energy efficiency etc.)

Challenges to Overcome to Stimulate Cross Sectoral Collaboration

- Complex institutional engineering of the PB, to be aligned with administrative procedures and budgetary planning and execution cycles
- Digital Platforms while expanding the potential public of PB introduce new skills-related barriers and gate keepers of the process.
- Embedding of PB into administrative rules and structures to survive political cycles
- Raise awareness of decision makers (providing guidelines, evidence base for R.O.I and estimated costs)
- Inclusivity/diversity objectives to be carefully screened and tackled to avoid replication of existing inequalities
- Provide impact assessment framework to evaluate PB outcomes and inclusiveness

Practical Next Steps

1. Refining an actionable Roadmap for the Initiative (from learning opportunities and tools to city pilots, and MoU with platforms providers)
2. Exploring opportunities for integrating the EIP-SCC PB Initiative and the EU e-Gov Plan
3. Exploring opportunities for twinning cities who share an interest to pilot and to leverage on Regional clusters