EIP- SCC General Assembly 'Shape' Table Discussions, 27th – 28th June, 2018

Humble Lamppost (HLpost)

Headlines

- Growing commitment and market readiness – at scale! (for cities big and small; investors; industry)
- EIP has delivered materials (tools, guides, standards) that warrants broader use
- Humble Lamppost offers a clear and important first-starter initiative, to then move to other smart cities solutions
- From (separate) 5 trans-EU city-cluster discussions, a clear commitment to collaborate across Europe

Participants

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Agenda

Two principal questions were addressed:

1. What is going on in the EIP-SCC / broader market, and what tangible 'product' has been delivered as a result?
2. What is required to stimulate scale adoption in the market?

1. Overview of ongoing activities and tangible delivered 'product' to date

Ongoing activities

- The Humble Lamppost initiative launched in Dec 2014. It has been a long journey!
- A trans-EU city-cluster initiative is presently seeking funding, that involves groups of cities from 5 countries around EU, of which two relate also to two SCC01s. this should bring conditioned demand to the market at scale, and more importantly, to collaborate to apply a component-based interoperable solution in the market (all very much the vision that underpins the HLpost initiative). Much has been done; much more to do. However very

positive progress and (as per day 2 panel) some clear and evident support from the Commissioner and 3 of the city-clusters represented on the II&P panel.

- Related to and extending beyond the city-cluster activities is the plan to build momentum on these 5 regions/nations through the likes of 'Pavilion' events and specific campaigns. Early work to ready for this is underway. This can then in the mid/longer term extend to other countries.

Delivered 'Product'

- 'Product' has been delivered to inform the market. This is available on the EIP-SCC website, specifically:
  - Insight paper resulting from a 2017 demand-side survey of 100+ EU cities, that captures extensive market messages
  - Demand side readiness documents: a 'Leadership Guide' to inform politicians, and a Management Framework to align across functions and disciplines. Both seek to accelerate and strengthen confidence in decision making in cities, and align the demand side of the market to aid demand aggregation. These have been branded under the BSI standards logo to lend greater trust and help sustain the documents. This has been co-developed with the Sharing Cities SCC01.
  - A non-light Use Case-driven DIN standard (now free to download) that helps inform supply and demand as regards a dozen or so use cases.
  - We would also note some very good work from IPWEA in Australia (also in association with many industry players that are involved in TALQ). These complement the above documents, and address core streetlighting in more detail and control management systems (CMS). This helps inform cities to advance to procurement activities. (The authors of which are collaborating with our initiative).

2. Discussion on what is required to stimulate scale adoption in the market

A number of themes emerged that present opportunities for action:

a) ***Ensuring procurement conditions that build in flexibility***. This could be through 'lotting' strategy which is aided by a component / sub-component-based approach that enables cities to aggregate demand of different needs and services, and build in flexibility around existing and new contracts.

b) ***Ownership***. Understanding what a city is buying – an asset or a service – is fundamental to what options a city has. Several cities no longer own their lamppost assets; or have let concession agreements for their management. This can both offer opportunities or create blockers to new options in the market (or could mean value is distributed in a manner that incentivises particular actions or not).

c) ***Stakeholder Mgmt & Messaging***. The importance of simple easy messaging and engagement of the 'top-of-the-office' to help stimulate the right technical discussions across the silos.

d) ***Successes and Failures***. Capturing these will be important to strengthen confidence, repeat successes and avert failures. And also feed ongoing standardisation efforts.

e) ***Shifting from Technical as the drive***. Ensuring the discussion moves beyond lighting engineers only, and involves multiple disciplines and upper echelons. Business models thus play an important element here; and more sophisticated value analysis.

f) ***Smaller Cities***. This is the biggest market in aggregate, yet do not presently have the opportunity to engage productively. Demand aggregation is a clear opportunity (and can be enabled through the trans-EU project). Capacity building and thus smart city training programme is considered an important topic. There are thus links to the Small Giants initiative. value analysis (Herve)

g) ***Moving to a future (data) agenda****.* Data clearly presents potential for significant value around the lamppost. (data as the 'new oil'). However, it is important to not over-focus on data as it may reduce trust and confidence in taking action. The move to 5G can have a substantial impact; and the of telcos in this process is important to understand.

h) ***EU-Brazil Collaboration***. Sao Paolo (upgrading lampposts for the total city) has signed a collaboration MoU with the Sharing Cities SCC01. This will address a number of topics, one of which is the Humble Lamppost. And they are intrigued about '*blockchain' and lampposts*. There is thus clear two-way learning potential. There are also ongoing discussions to ambition the scope to collaboration at an EU to Brazil level. Managed well, this could present considerable potential.

i) ***Tension with safety, security, data privacy & cybersecurity***. These are very real topics, and also relate to the above data point. Future-proofing designs and flexibility enable action to be taken to upgrade poles and save energy now whilst still offering scope to augment over time (which is why standards matter). This particular set of topics is fast moving and still fairly nascent. There is also a link to critical infrastructure and city resilience here.

j) ***Value and decision making***. Finding the best point to stimulate decisions, and trigger investment is a bit of a balancing act. Go for energy savings only → or add other forms of public value → through to economic development (eg through exploiting data). Work will continue in the trans-EU city-cluster activities to inform this.

k) ***Regulatory Blockers***. This deserves further work to understand the priority ones, tackle, share and make national and international recommendations for policy and regularity change.

l) ***Citizen Involvemen***t. As use case broaden this becomes more pertinent. Common tools and approaches will be needed to help here (link to SET toolkit initiative).

m) ***The time is clear Now to take action*****.** Enough said!

3. What actions?

The above offers scope for a considerable suite of actions, and an update to the HL'post action plan presented on the EIP-SCC website to incorporate the above is warranted.

The go / no-go decision around the trans-EU city cluster initiative is formative in terms of what can and will be achieved. This has implications that go beyond just this initiative as the HLpost is a bit of a 'bellwether' for the health and impact of the EIP-SCC in general (as one of very few very obvious smart city early actions).