



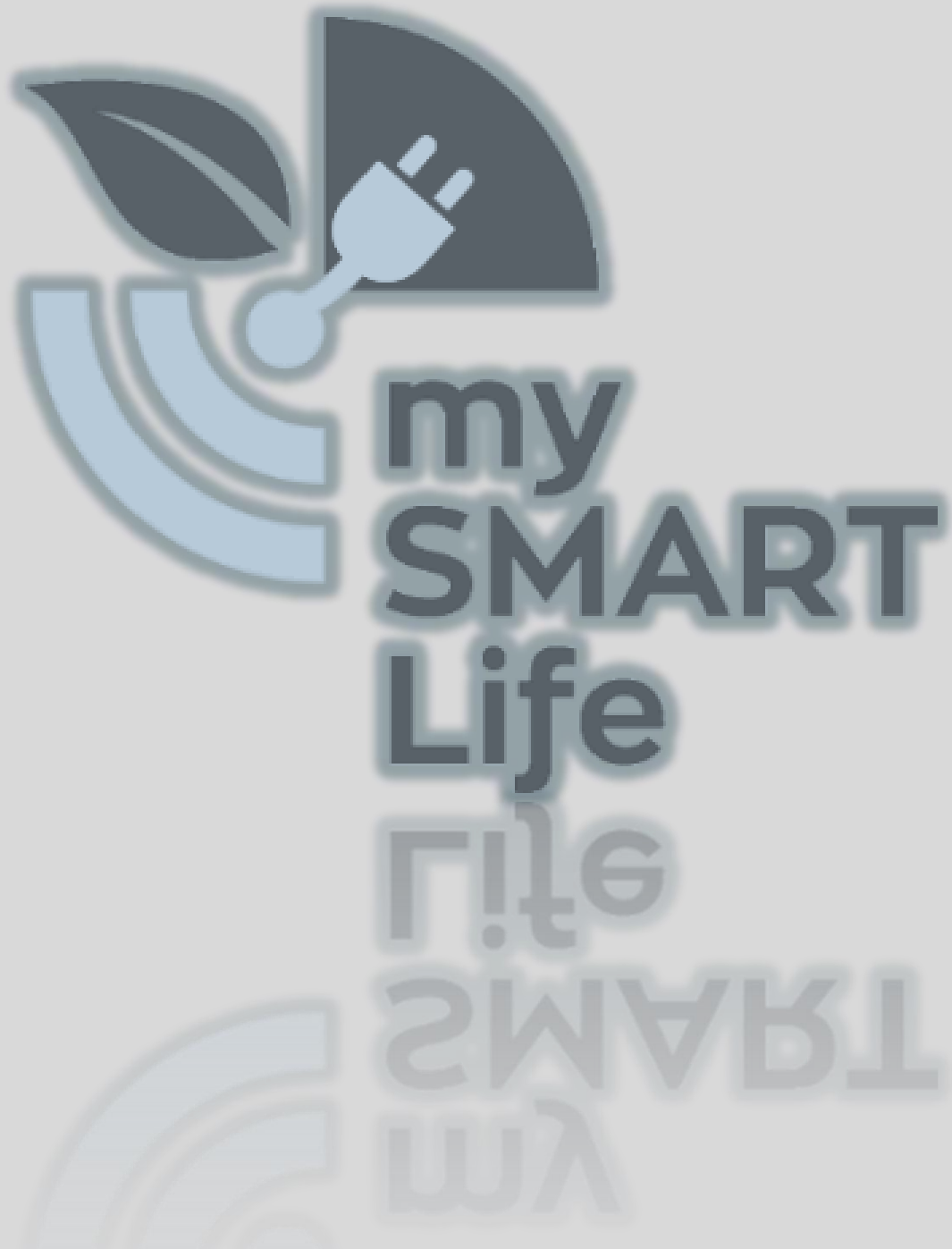
27/10/2020

SUSTAINABLE PLACES
VIRTUAL, 27-29 OCTOBER, 2020

Smart Cities and Communities as Innovation Hubs

Matthieu Grosjean (Steinbeis-Europa-Zentrum)



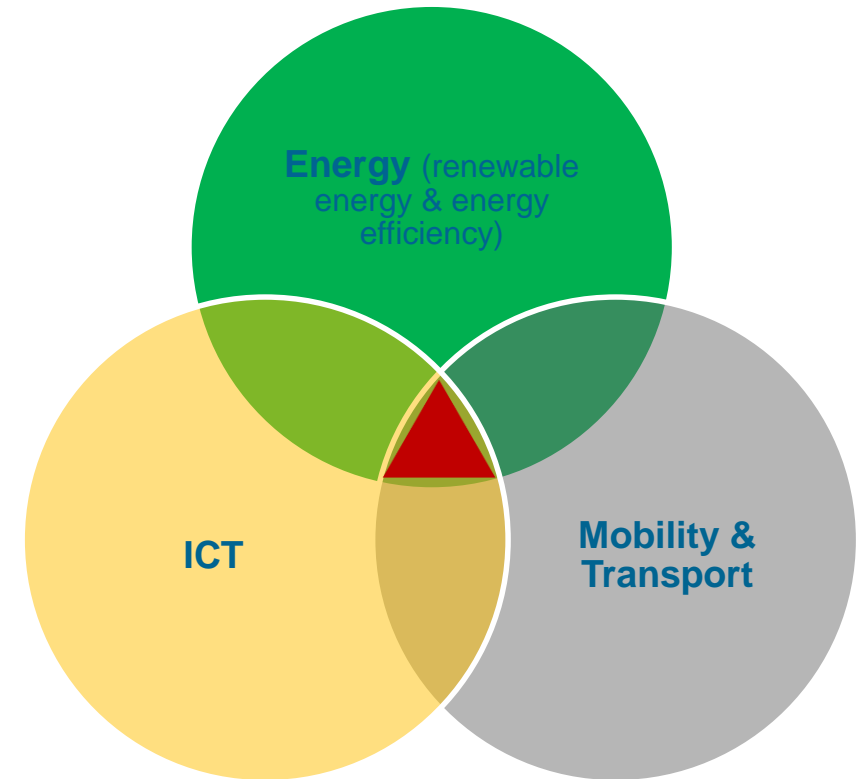


Introduction

Introduction

Consortium:

- >20 partners
- From several countries in the EU
- Different stakeholders:
 - Local/regional authorities,
 - Citizen Associations,
 - industry (SMEs and large industry),
 - University, R&D...
- Different expertise



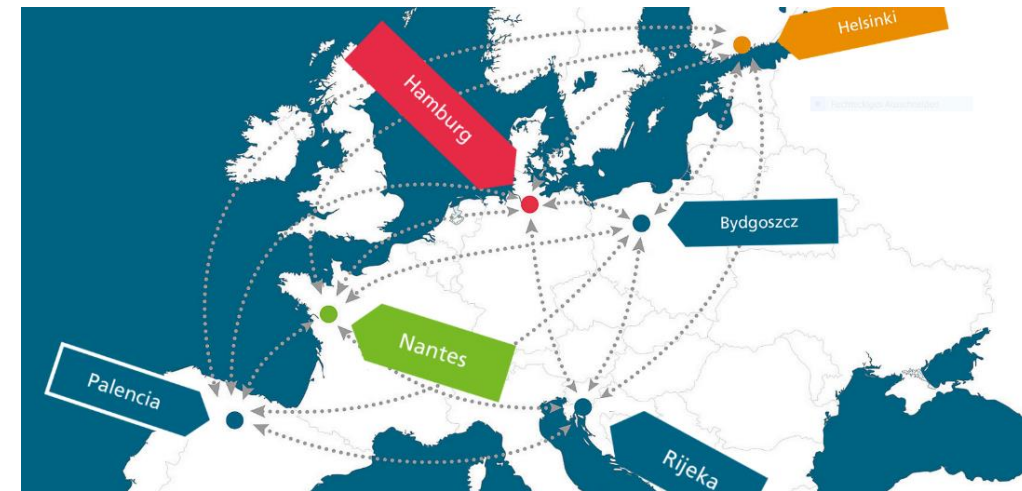
Introduction: mySMARTLife

making sustainable cities with smart people and a smart economy a reality

- Project Duration: 5 years (12/2016 – 11/2021)
- Budget: 21.2 Mio EUR
- making sustainable cities with smart people and a smart economy a reality
- 27 partners from: Germany, Finland, Spain, France, Croatia, Poland

Contact: <http://www.mysmartlife.eu/>

SEZ: *Matthieu Grosjean, matthieu.grosjean@steinbeis-europa.de*



- **Districts/Buildings:** Domotics, smart control, RES, retrofitting, new Building
- **Mobility solutions:** E-vehicles, charging stations, vehicle to grid systems, multi-modality solutions
- **City infrastructures:** Smart grids, district heating, public lighting, thermal and electrical Storage
- **Enabling factors for urban sustainability:** Policy improvement, innovative business, urban planning, and citizen engagement

Introduction: REMOURBAN

REgeneration MOdel for accelerating the smart URBAN transformation

- Project Duration: 5,5 years (01.2015-06.2020)
- Budget: 23.8 Mio EUR
- Development and validation of a sustainable urban regeneration model
- 22 Partners from: Germany, Spain, Turkey, UK, Belgium, Hungary, Italy

Contact: <http://www.remourban.eu/>

SEZ: *Matthieu Grosjean, matthieu.grosjean@steinbeis-europa.de*

- **Low Energy Districts:** Energy reduction 34%, and CO₂ emission reduction 50%
Retrofitting, renewable heating and cooling, energy efficiency tools, EMBS
- **Sustainable Mobility:** Energy reduction of 5,1%, and CO₂ emission reduction 5%
Clean energy vehicles, infrastructures and plans for energy and CO₂ reduction
- **Integrated infrastructures:** Smart grid connectivity, city information platform, optimized traffic flows, multi-modal transport and collaborative information transfer
- **Enabling factors for urban sustainability:** Identification of non-technical barriers to improve urban sustainability and transition to smarter cities, optimized regulatory frameworks and engaged citizens

3 lighthouse cities:



Valladolid (Es),
50% Energy
80% CO₂ Emis.
5700 citizens



Nottingham (UK),
50% Energy
26% CO₂ Emis.
8100 citizens



Tepebasi/Eskisehir (Tk)
50% Energy savings
63% CO₂ Emis. avoided
6000 citizens involved

2 follower cities:



Seraing (Be),



Miskolc (Hu)



Plan

Introduction

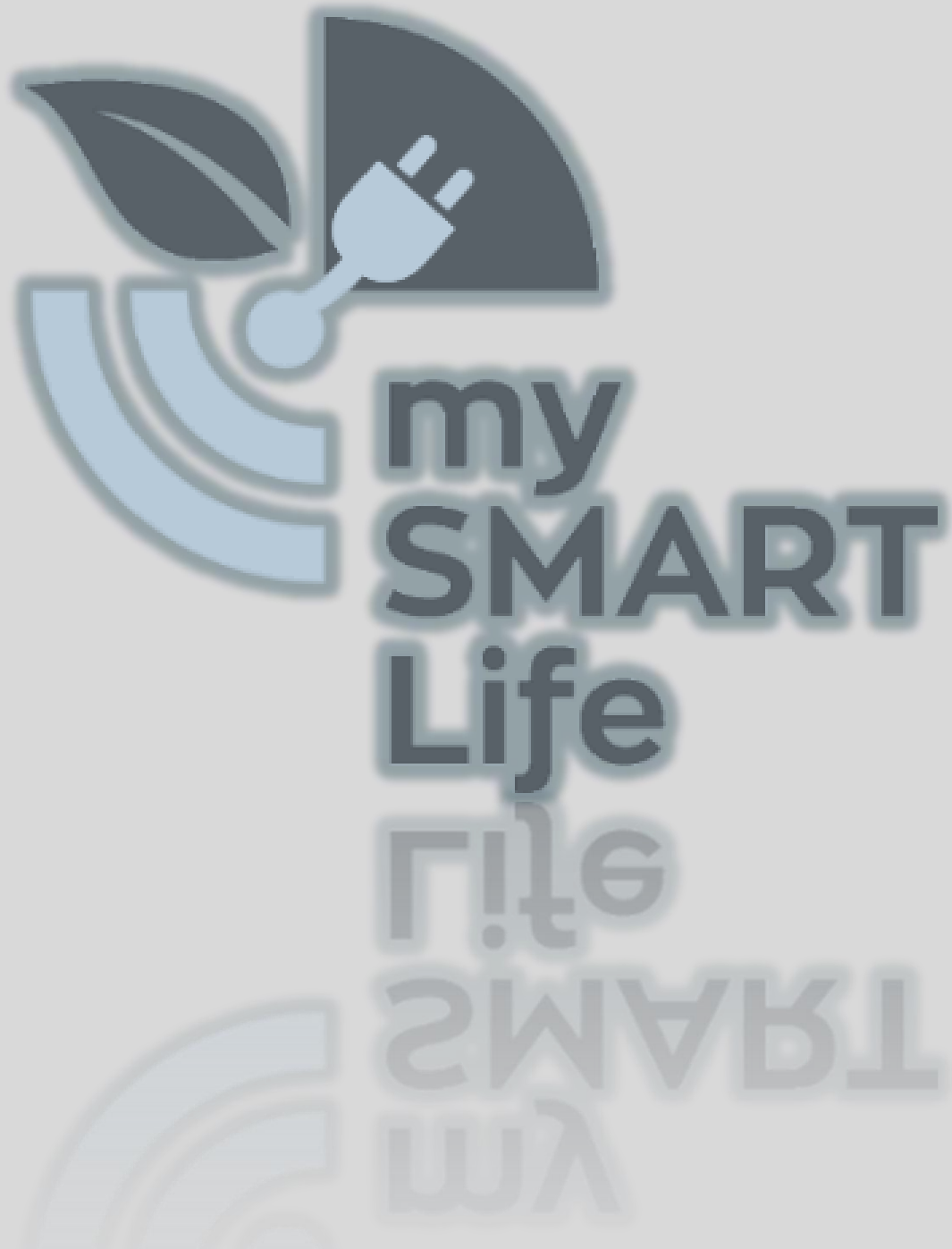
Innovation criteria

Related methodology

Generated results

Conclusion

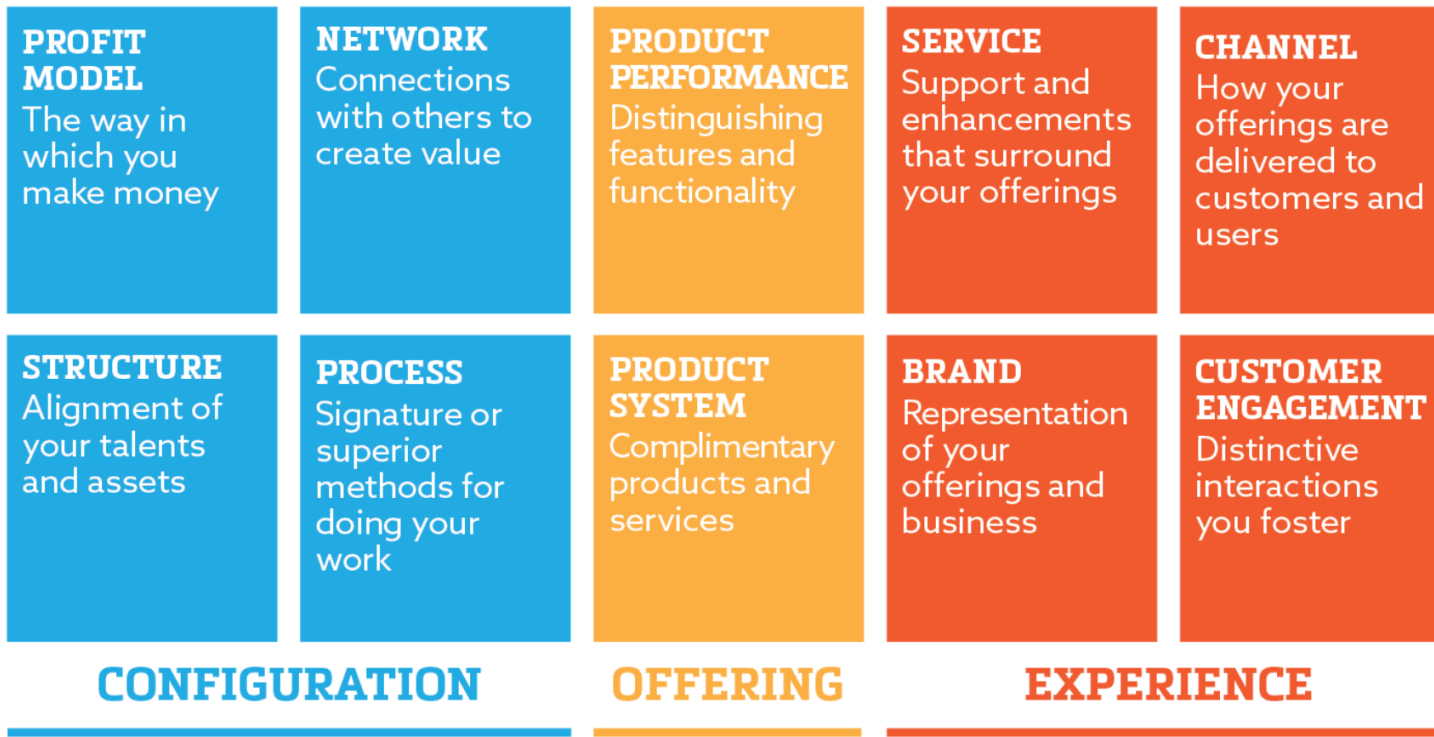




Innovation criteria

Innovation criteria: Innovation types and level or degree

Innovation types:



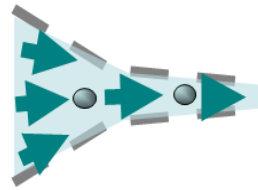
Level or degree of innovation:

- **Incremental innovation** is an innovation base on a series of small upgrades.
- **Lateral innovation** is an innovation based on lateral thinking, which provides solutions to problems using unconventional methods, coming at the problem from new directions. They are usually game-changers.
- **Disruptive innovation** is an innovation that represents a change of paradigm, breaking with the preestablished situation

Source: Keeley et al., 2013

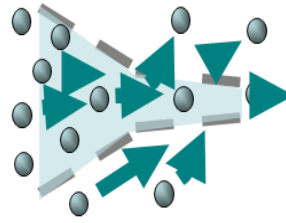


Innovation criteria: Closed or open innovation



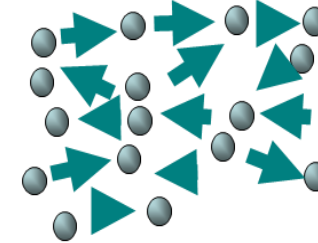
***Centralized
inward looking
innovation***

Closed Innovation



***Externally
focused,
collaborative
innovation***

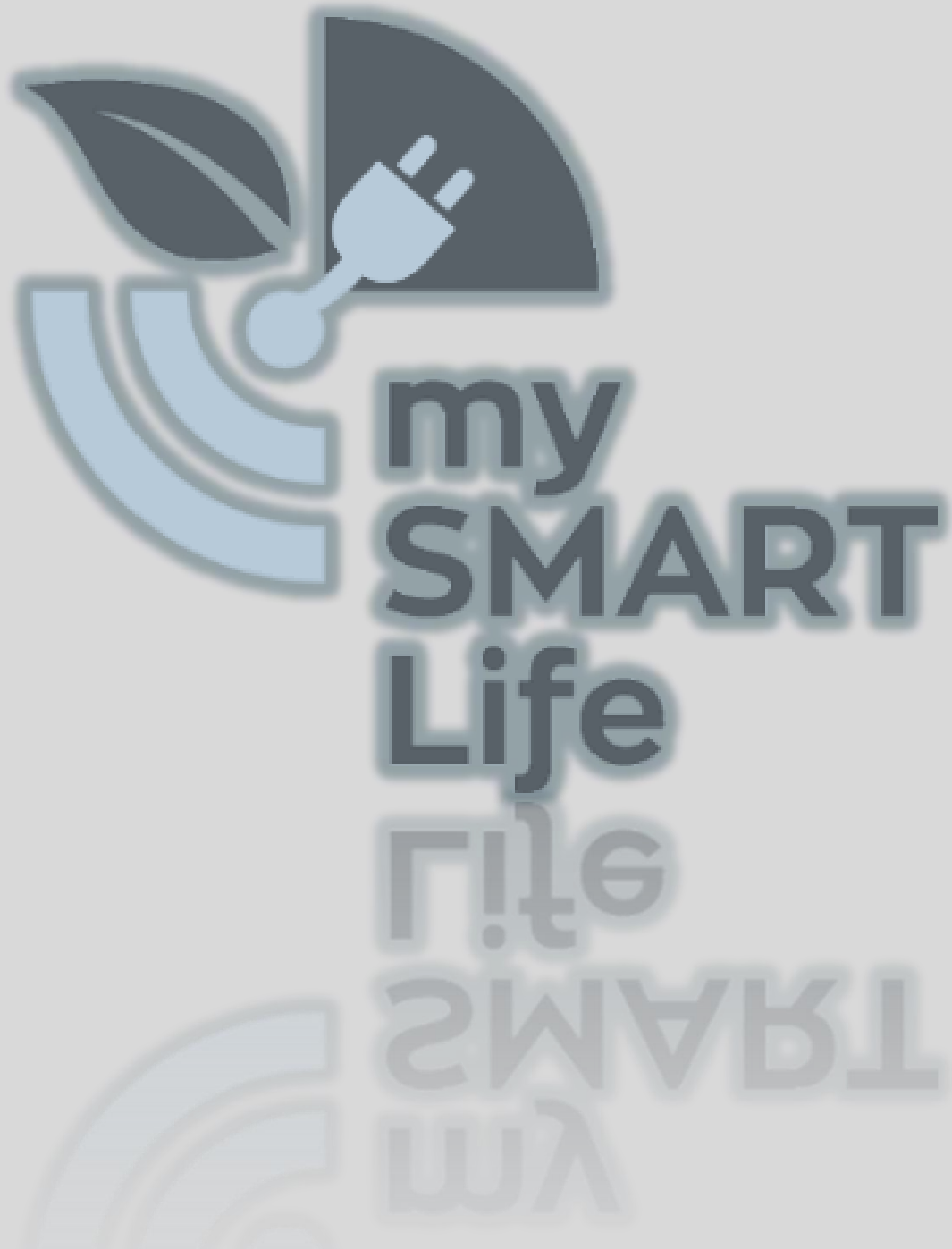
Open Innovation



***Ecosystem centric,
cross-
organizational
innovation***

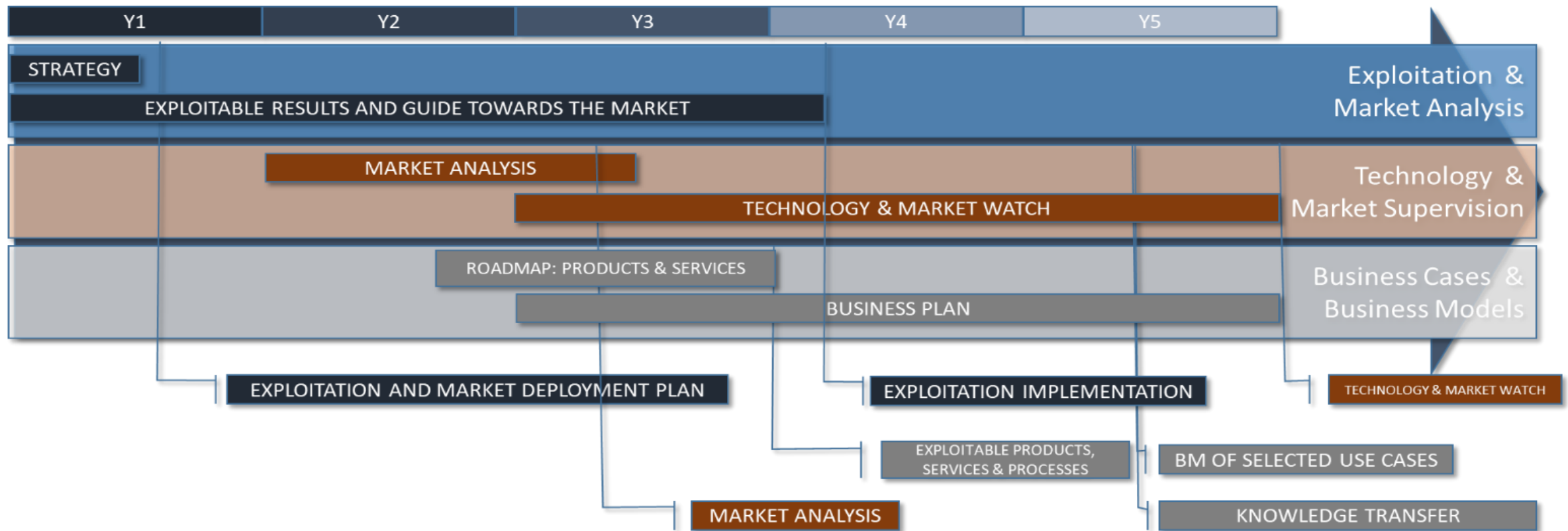
Innovation Networks

Sources: From a presentation by Bror Salmelin 2013 based on Chesbrough 2003, Forrester 2004, von Hippel 2005



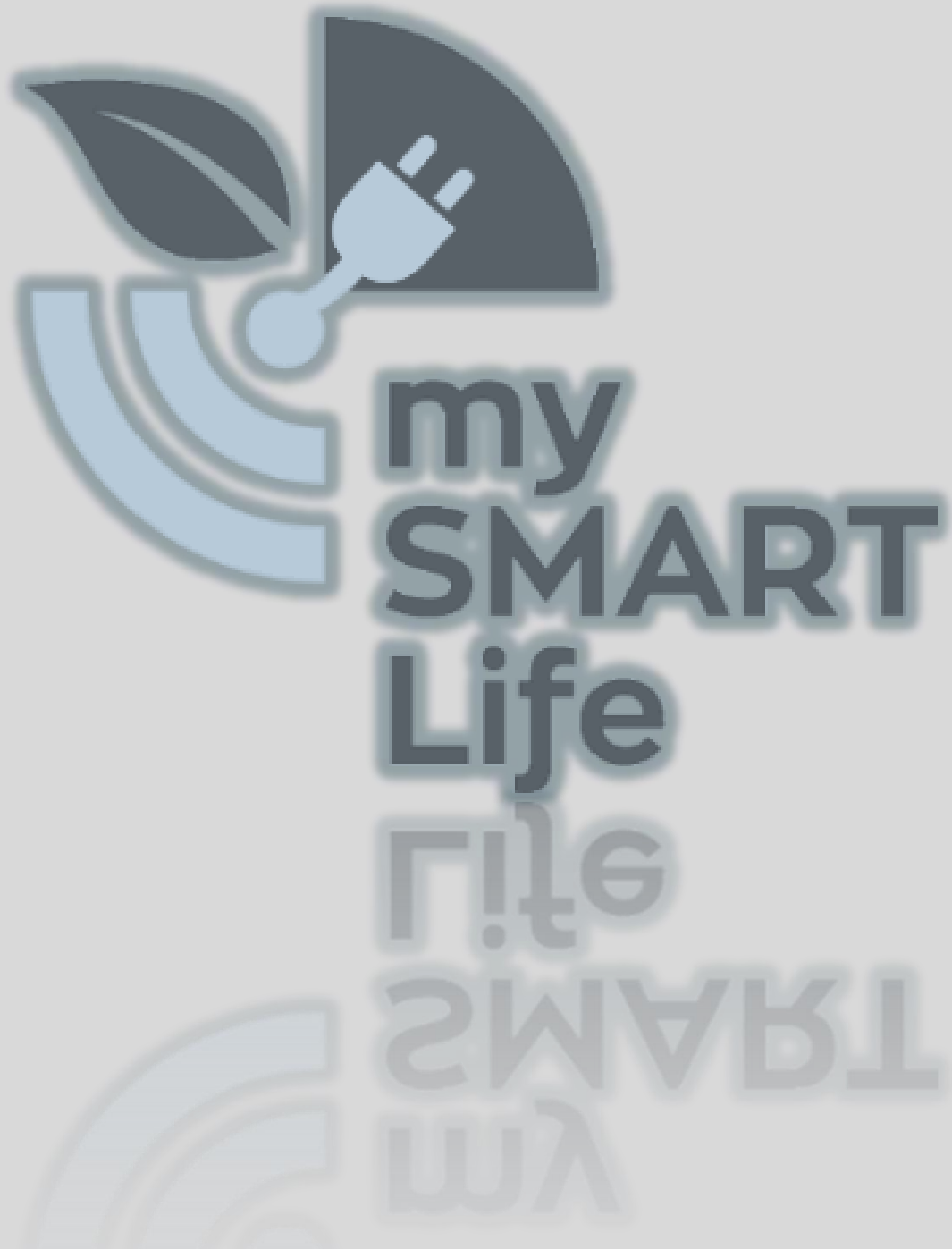
Related
methodology

Related methodology: From market analysis, through business model development to sustainable roadmap



Related methodology: Dissemination of the results (example from REMOURBAN)

<u>Dissemination activities:</u>	<u>Number</u>
Information Packages to present in a visual and summarised way the main characteristics of a selection of solutions generated within the project.	21
Web seminars to communicate how the different solutions demonstrated during the project have been implemented in each Lighthouse City, which had a total of 108 live attendants and were viewed 242 times in the YouTube Channel of the project.	6
Web seminars to market the KERs of the project which gathered a total of 49 attendees and which were viewed 113 times in the YouTube Channel of project.	3
Cooperation Profiles have been prepared together with those project partners willing to have their solutions uploaded to the Partnership Opportunity Database (POD) of the Enterprise Europe Network (EEN) which has a worldwide reach. Among them we count: 7 Technology Offers, 3 Technology Requests and 1 Business Offer.	11
Issues of our bi-annual report for project partners “Exploiting opportunities through Enterprise Europe Network” which summarizes the most interesting EEN Cooperation Profiles uploaded by other companies, public organisations, universities and/or research centres.	7

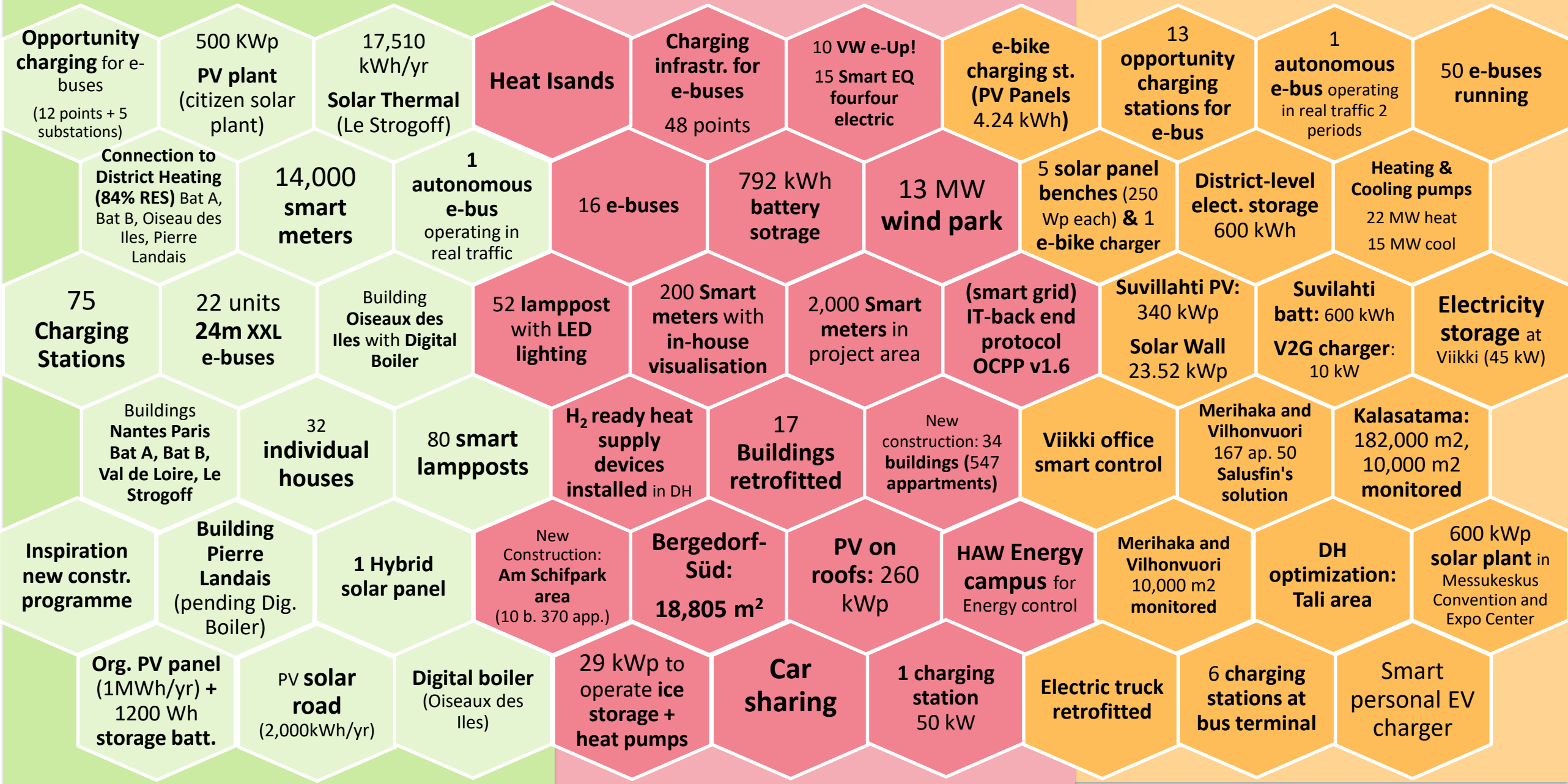


Generated
results

NANTES

HAMBURG

HELSINKI



Generated Results: Business model innovations in mySMARTLife

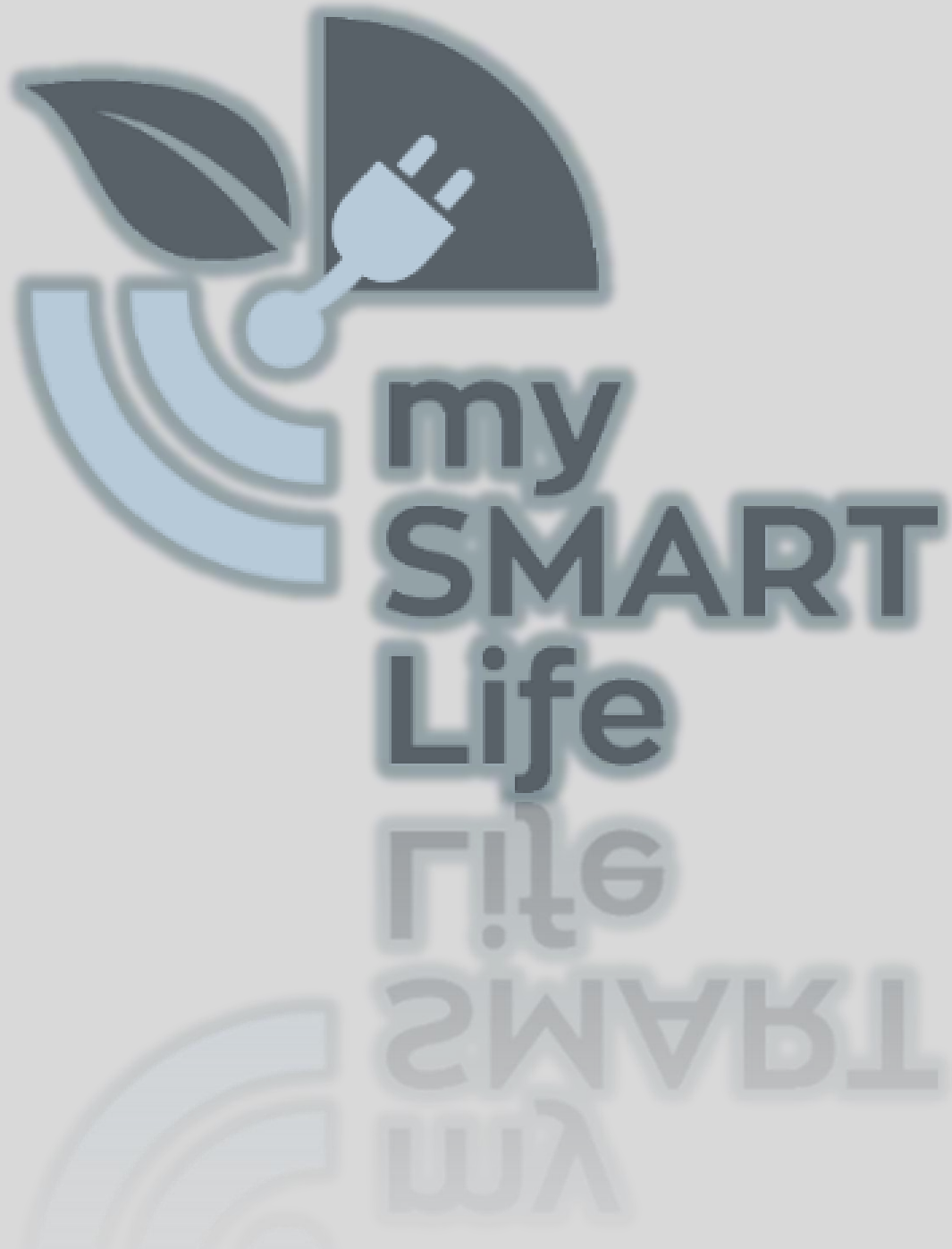
D1.9 Innovative business models. Making things happen

		INCREMENTAL	LATERAL	DISRUPTIVE
CONFIGURATION	Profit model	Smart Homes Assistant		
	Network		PV on Roof and Home Battery Storage	
	Structure			
	Process	Citizens Solar Project Community Car Sharing		
OFFERING	Product Performance			
	Product system	Retrofitting in individual houses Digital Boilers Lighting Optimization System Community Car Sharing	PV on Roof and Home Battery Storage	
EXPERIENCE	Service	Smart Homes Assistant	PV on Roof and Home Battery Storage HTM control concept	Demand management (EV charging points, Solar Plant and Storage) RES as a Service
	Chanel			
	Brand			
	Customer engagement	Community Car Sharing		RES as a Service

Generated Results: Impact generated

(Example from REMOURBAN)

<u>Impact generated:</u>	<u>Number</u>
Multipliers or enablers from all over Europe sent us their agreement to distribute the Information Packages that best fit the interests of their stakeholders among their communication channels. Like this, the 21 solutions presented in each Information Package had a greater outreach, which, in turn, increases their chances of a successful market deployment.	72
Expressions of Interest were received by the project partners who presented their solutions through our Information Packages, EEN Cooperation Profiles and Webinars.	208
Exploitation Claims expressed before the end of the project showing the interest of one project partner to exploit the exploitable result (ER) owned by another project partner.	92
Access Rights Requests sent by one project partner to another.	9
Contracts signed following the project.	3



Conclusions

Conclusion

- Novelty of this Smart Cities and Communities (SCC) topic, the solutions implemented and the cross-sectorial work bring these projects in the innovative category.
- However they need to be supported by a **structured exploitation methodology**:
 - Monitoring IP flows
 - Increasing synergies between the participants with interactive activities to generate further innovations
 - Planning and Disseminating the results to ensure and accelerate their sustainable market uptake
- These projects are not only about implementing foreseen solutions but to generate innovative once in this favourable cradle related to such SCC-projects.
- Thus enriching not only the city or the companies from the implementation but the developed promising innovations.



Thank you for your attention!

Matthieu Grosjean

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This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No 731297.

