

EXPLORE, SHAPE, DEAL

General Assembly 2018

Summary Report

27 - 28 JUNE 2018 | SOFIA, BULGARIA



GENERAL ASSEMBLY: PURPOSE, AGENDA AND PARTICIPANTS

The 2018 General Assembly provided a unique opportunity for smart city actors to meet, network, learn, shape views, develop plans, exchange best practices, present projects, find partners, and stimulate discussions that all go to help achieve the ambitions of the EIP-SCC Marketplace, to facilitate €1 billion worth of smart city project investments in 300 European cities by 2020.

Scale, Acceleration, Impact, through an *Integrated Approach, Common Solutions and Collaboration* continue to be key words that shape and underpin EIP-SCC activities.

The theme that set the course for the GA2018 was: “**EXPLORE, SHAPE, DEAL**”, seeking to stimulate and speed a funnel of smart city projects to realization.

The GA2018 agenda followed a different and much livelier format:

- Optional half-day Action Cluster meetings on the morning of the 27th
- “Explore, Shape, Deal” discussions for 27th afternoon and 28th morning
- A Gala Networking Dinner
- 3 Themed Key Note and Plenary Discussions on 28th afternoon
- There were also a number of informal side meetings to exploit the rare opportunity to have multiple key stakeholders in one place at the same time

The Vital Statistics

- 504 participants registered for the event.
- 248 attended, with a broad mix from cities (16%), Industry (22%), Investor (2%), Scientific Partners (13%) and EU Institutions (3%).
- 24 initiatives were featured in the “Explore” open networking area, including EIP-SCC and other related EU-funded initiatives.
- 21 themed “Shape” table debates were held to focus, stimulate and ready the market.
- 106 people registered on the Matchmaking platform; 69 projects were profiled; 8 investors/financiers participated in the “Deal” discussions, with 33 meetings being arranged.

This document summarises each section and element of the two days of activities. The full agenda, session details, pictures, video and presentations can be found on the EIP-SCC website www.eu-smartcities.eu.

Images - <https://photos.app.goo.gl/yQugbPfqe3sSeGJZ9>

8 testimonial interviews - <https://photos.app.goo.gl/hDrPjetvKaPE1D5w6>

EXPLORE

The “Explore” area offered information about the wide suite of EIP-SCC initiatives across the 6 Action Clusters.

In all, 24 topics were profiled, including a combination of overviews on Action Clusters and/or Initiatives, as well as for several a portfolio of slides providing the essence of the detail for these. As such these were self-standing information panels that participants could review at their leisure.

In addition, the space included two other related EC-funded projects and a “Speakers Corner” for short stimulating presentations.

The Explore area provided a good opportunity for content-based networking.

Complementary brochures and information papers were made available in the Explore area, notably the publication of the new consultation paper: **“Towards a Joint Investment Programme for EU Smart Cities”**, which can be found with the related article [here](#).

Action Cluster initiatives profiled included:

- **Integrated Infrastructure & Processes (II&P):** Humble Lamppost; Urban Platform; ‘Small Giants’; Space for Cities;
- **Sustainable Urban Mobility (SUM):** E-Vehicles for Smart Cities and Communities; New Mobility Services; Intelligent Mobility For Energy Transformation; Urban Air Mobility; Alternative Fuels Special Vehicles
- **Sustainable Districts & Built Environment (SD&BE):** Positive Energy Blocks; Deep Retrofitting
- **Citizen-Focus (CF):** CitizenCity (SET Toolkit); Citizen-Centric Approach to Data; Participatory Budgeting
- **Business Models, Procurement & Financing: (BM)**
- **Integrated Planning & Policy (II&P):** From Planning and Implementation to Scaling up of Smart Cities; Tools for decision-making, management and benchmarking

Additional EC-Funded projects included:

- **Smart City - Infrastructure Fund**
- **LIFE: the EU funding tool for the Environment & Climate Action**



SHAPE

In all, 21 theme-specific table discussions were held in three sequential 2-hour blocks. Each table had a chair/moderator, and generally 8-15 participants to ensure that the discussion could be inclusive and productive.

The overarching focus for the tables was to understand what the market need was for that topic; what the EIP-SCC initiative had delivered in addressing it; and what actions could be taken to accelerate the overall readiness of the market for adoption.

The Shape tables sought to select topics that offered opportunities to mix participation from across the 6 Action Clusters (ACs) to help overall alignment and integration and stimulate cross-functional innovation. (This complemented the AC-specific meetings held on the 27th morning). The main relevant ACs are included in the noted below.

The headlines from each table are captured below, and more detailed notes are shared within the associated Action Clusters and on the EIP-SCC website.



First Set of Shape Table Discussions (27th pm)

The “Humble Lamppost” (II&P, Chair: Graham Colclough)



- Growing commitment and market readiness - at scale! (for cities big and small; investors; industry).
- EIP has delivered materials (tools, guides, standards) to use.
- Clear important first starter to move then to other smart cities solutions.
- (& from separate 5 trans-EU city-cluster discussions; a clear commitment to collaborate across Europe).

“Small Giants” (II&P, Chair: Trevor Gibson)



- Clear recognition of the opportunity to support what is the largest collective market.
- Solutions developed by and for small nimble cities, then as appropriate scaled up to large (vs the other way around).
- The challenge is building a network of connected capable cities (given resource constraints).

Buildings and Sustainable Mobility (SDBE + CF, Chairs: Anna Domenech & Paul Cartuyvels)

Sharing experience and best practices on concrete solutions and projects which develop (or aim to develop) a strong integration between districts, building infrastructure and sustainable mobility.

- Carbon6 Project (World of Walas): using the parking lot to come up with a comprehensive solar solution. CarbonBlue project will feed the solar energy into the building as well as charging stations for electric vehicles;
- SmartMed Project (Draft Proposal for H2020 “Smart Cities and Communities” program): aim to design and implement Positive Energy Blocks (PEBs) in a strategic district of Roma. The focus of the discussion on how smart mobility solutions can be integrated into a Positive Energy Block (districts);
- Elsa Projects: energy storage systems (for buildings and districts) combining 2nd life batteries of e-vehicles.

Main output: technologies are quite mature, however, there is lack of regulation, in particular with the possibility to trade electricity (in the energy markets) through e-vehicles.

Next steps: reinforce cooperation between SD&BE & SUM, sharing experiences/practices (also through the organization of “joint” AC meeting).

Air Mobility in Urban Environments (SUM & CF & IPPR, Chairs: Vassilis Agouridas, Simona Costa & Maria Sangiuliano)

- Smart Cities are key players in improving efficiency and effectiveness of transportation, and air mobility adds the third dimension to multimodal urban transport.
- Air mobility as a smart solution. Drones: City airbuses: multi-passenger, self-piloted electric vertical take-off and landing demonstrator designed for urban air mobility with cost efficiency, high production and a low environmental footprint.
- Cities are aware of the importance of considering Integrated Infrastructure Planning and Citizens Engagement Techniques to achieve public acceptance.
- Analysing policy and regulation requirements (and barriers) for aligning smart city infrastructure with governance concepts.
- Cities still lack specific guidance (e.g. tools, methods) on how to practically deal with the topic, and also how to identify financing instruments for such infrastructure.

In the Driving Seat: Empowering Citizens and Local Authorities to Shape an Autonomous Vehicle Future (SUM, Chair: Paul Blakeman)



- To bring together different perspectives on the development of CAVs and their impact on cities,
- To identify common challenges and opportunities across cities and communities,
- To capture and share current experiences from trials and pilots across Europe (communication infrastructure, integration with shared and e-mobility services, business models, public response and policy considerations, regulation).

Passenger Demand Driven First & Last Mile Solutions (SUM, Chairs: Marek Stawinski & Stephanie Leonard)



- Seek funding to de-risk the finances of the exercise and approvals to procure in a manner to enable the project,
- Compare how different approaches have led to different results – and improve the product based on lessons learned,
- Share the lessons learned and publicise for the benefits of others,
- Make the pilot appropriate to the local operating environment.

Smart Urban Freight Logistics: Combined Passenger and Freight Transport (SUM, Chair: Danielle de Boer)



- To come to a silo-breaking approach (between mobility and transport/logistical stakeholders) and a cross-sectoral approach (logistical cross-overs e.g. health logistics, agro-food logistics),
- To drive innovation in new directions,
- To widen up the deployment and the scaling of freight innovations through new sectors, through this opening up 'a marketplace for the public and the private sector'.

Policy Lab (CF, Chair: Jorge Saraiva)

- The EU is experiencing a political paradigm shift. Abstention has skyrocketed to 57% average. Most also don't vote for EU elections. On the other hand, citizens have never been so active: 97% of citizens express their political views on social networks!
- Policy Lab is a strategic partnership developed by forward-thinking governments to support the policymaking process and improve the policy-adoption. A policy lab is open to public participation and expert inputs.
- City Policy Labs recognise citizens are closer to local policymaking and can have a faster and more direct impact on the community. The idea is now to create an EU Network of city Policy Labs, based on a standard model, as an engine of best practice Smart City solutions adoption. Policy Lab will establish city contacts and set up a physical and technology structure that can support the entire EIP.
- This initiative is new, and partnerships were discussed with most existing Policy Labs in Europe, UK, and the US; engaging a group of policy analysts and policymakers; and identifying a set of tools and methods. The goal is to create 5–10 Labs by end 2018.

Second Set of Shape Table Discussions (27th pm)

Urban Platform

(II&P & SUM, Chair: Graham Colclough)



A long-standing initiative to deliver consistent open inter-operable urban data platforms

- Need to exploit SCC01s as a proof point for the considerable EIP-delivered materials (& there is growing commitment to do so).
- Many challenges to face around data: privacy, digital identity, security, cyber,
- Opportunities to integrate 'platforms' with 'connectivity' with (massively increasing) 'in-field smart devices'.
- Plan to move forward with a joint mobility / urban platform push to demonstrate value from the materials delivered to date.

Space for Cities

(II&P, Chair: Grazia Fiore)

Considerable interest in, and validation of, the opportunity for this new initiative, led by Eurisy (a membership organisation of principally EU MS space agencies)

Themes for application of interest in using space/satellite technologies include:

- Floods; leaks; waste; air pollution; land movement; hazard monitoring.
- These address the mid and short-term horizons; although there is clearly also an opportunity for long-term urban development planning.
- An important role can be played by the regional government to facilitate adoption and use in cities – e.g. through management support to data, and/or software.
- Need to build awareness and capability in cities - key need to move towards success (considerable game-changing urban value cases already captured so it's not about demonstration, it's about communication and engagement).
- Opportunity to grow the start-up ecosystem to support economic development goals.

Building partnership and regulation for deployment of New Mobility Services

(SUM, Chairs: Edwin Mermans, Tamara Goldsteen & Charlotte Bol)

- Receive connections for expansion of the existing partnership of 120 partners with more stakeholders from cities, companies, universities and end-user organisations.
- Find missing links and key partners for the six running workgroups.
- Achieve concrete ideas and inspiration to boost community building in this fast growing partnership.
- Achieve concrete international (and national) events for exposure of the NMS story to connect with new partners.
- Mapping barriers and drivers in the field of governance and regulation with regards to new mobility services.
- Inventory and prioritisation of recommendations with regards to better governance and regulation for new mobility services.

Paving the Way for Intelligent Mobility in the Energy Transition – South/North Europe (SUM, Chairs: Valerio Siniscalco & Eunice Ribeiro)

- Identified some of the key challenges relating to roll-out of Level 4/5 Connected and Autonomous Vehicles (CAVs) in our cities and communities.
- Explored potential solutions to these challenges.
- Outlined three projects that could be taken forward.

UAM Initiative - Get to Know the Mobility Demonstration Projects of the Engaged European Cities

(SUM, Chair: Vassilis Agouridas)

- Awareness of each city's mobility needs and focus for the UAM Initiative.
- Signature of the Manifesto by the city of Plovdiv
- Network among city representatives.
- The launch of the UIC²: UAM Initiative Cities Community.

Dockless Bike-Sharing: Benefits and Challenges

(SUM, Chair: Carlien Roodink)

- Capture and share current experience from early examples of eBike implementations.
- Help support cross-SCC01 collaboration and alignment with the broader cities market.
- Offer a platform for industry and cities to openly share key issues and ideas for resolution.

SET Packaging Workshop

(CF, Chair: John Zib)

The Societal Engagement Toolkit (SET) is a co-created platform to make existing learning on social engagement understandable and actionable. SET provides (i) a framework, (ii) a basis for assessment and selection to steer application and (iii) a growing inventory of tools (>70 captured thus far). The SET initiative is currently active in testing in the field; and seeks to achieve wider adoption through an Academy.

Global Values in City Making

(SDBE + BM + CF, Chair: Roberto Malvezzi)

Exploring the novel concept of global value in city making, intended as combinations of traditional real-estate-related, and emerging "immaterial" urban values, addressing:

- Developing a common strategy for urban regeneration considering global values.
- Need to complement infrastructure investment with "immaterial" value (e.g social).
- Understanding that the value of urban regeneration cannot always be monetized.

Key topics:

- Considering public expenditure as a long-term investment.
- Methods and tools to facilitate private investment (also for long-term &/or social ROI).
- Models to quantify impacts of public & private investment, including social & environmental.
- Local (thematic) models related to the concept of global value, and integrating them.

Next steps:

- Main goal: activate a high-level task force (also with city representatives).
- First step: complete a short report and share it (among round table participants).
- Second step: submit the report to AC leaders (SDBE, CF and BM).
- Third step: elaborate a strategy for actions and networking activities.

Third Set of Shape Table Discussions (28th am)

Streetlighting and Smart Cities Financing Solutions for Cities and ESCO's (BM + II&P, Chairs: Carlos Sanchez & Matteo Andreoletti)

The discussion focused on the experience of real cases of smart lighting experiences and on the Smart street lighting in Italy, addressing:

- Financing instruments for a smart city project.
- Opportunity to adapt the instruments to the technology and business plan risks.
- Data as a Smart City investment.
- Cyber Security.
- Pension fund as potential financier for public projects.
- Street lighting as an enabler to unlocking opportunities and set up a smart platform.
- Italian Street lighting and IoT – the 'go to market' phase and experiences.

Conclusions:

- Need to develop the business plan with financial instrument already in mind.
- Pension funds can invest in infrastructure but not in the commercial use of data.
Smart lighting contributes to smart city development and supports expansion plan.

Innovative Financing Cases (BM, Chair: Francesco Gargani)

Addressing practical examples of companies that can provide services in a sustainable way both from an economic and financial perspective.

Dirk van der Ven highlighted difficulties encountered in finding financial resources in a standard way, underlining the difficulty for banks to understand innovative project business models. In particular, banks did not accept as a guarantee the cash flow of the project, since they rely on the traditional business model, which guarantees the investment with the value of the building.

Alanus Von Radecki presented different project examples, which sustain their activities as a result of the development of innovative financing schemes, stressing challenges to find financial resources for projects with social benefits; in particular, the difficulty to measure social and environmental benefits of the project in a quantitative and standardized way.

Participants agreed on the importance of creating innovative financing solution, which can sustain small/medium scale projects with a social impact. In addition, different examples of an innovative business model, which are able to overcome the difficulties to retrieve financial resources, were presented and discussed.

eMobility in Central and Eastern Europe: Challenges to Fast-Track Development (SUM, Chair: Saša Bart)

- Capture and share current experiences from developments across CEE region (charging infrastructure, e-vehicles, business models, ownership structures, regulation, incentives).
- Help support cross-state/region/city/business collaboration to facilitate fast-track developments.
- Detect and short-list different stakeholders ready for eMobility projects' definition and related consortia creation.
- Help facilitate matchmaking between different market players and align adequate funding opportunities to fast-track the draft ideas' creation.
- Detect the potential stakeholders across CEE interested in wide theme projects related to eMobility and short-list ones that have immediate interest for project consortia.

WG Intelligent Speed Adaptation ISA
(SUM, Chair: Tamara Goldsteen)

- Create and maintain an overview of ISA related stakeholders, projects and initiatives.
- Promote and support large-scale ISA deployment.
- Create a base for an integrated and coordinated request for EU-directives and funding.
- Create a marketplace for partner-search for ISA-pilots.
- Create economies-of-scale by combining procurement power.

Societal Engagement and Inclusive Participation
(SDBE & CF, Chair: Maria Sangiuliano)

- Identifying and analysing the social implications of the energy functional integration among different types of buildings.
- Defining the role of community engagement in scaling up the energy renovation process of the existing European buildings' stock.
- How to build awareness and promote citizens' take up leveraging on economic benefits and energy bills' savings, environmental benefits, the overall quality of life improvement, inside and outside buildings at the district level.
- Exploring different partnership and business models for embedding societal and citizen engagement in PEB and deep retrofitting projects.
- Major social, bureaucratic and financial barriers that hinder the involvement of disadvantaged communities in the buildings' energy renovation process.

DEAL

The “Matchmaking” process that preceded the event, and brought together project promoters and investors at GA2018, included a wide range of investment opportunities from across Europe. During the Matchmaking process:

- 106 people registered to the Matchmaking platform (this will remain open);
- Information on 69 projects was collected and analysed;
- 8 investors/financiers participated in the GA2018 event;
- 33 meetings were held between investors and promoters.

A number of insights emerged from the matchmaking process:

- Investors generally have difficulty with early-stage projects, however, the Marketplace can help turn this challenge into an opportunity, through bringing together early-stage projects to create bankable opportunities.
- Bringing financial institutions/investors together presents an opportunity for project promoters, who could discuss matters several financiers at one event.
- This is the start of the matchmaking process. It started a few months ago and will continue as a core feature of the EIP-SCC Marketplace.

The Matchmaking session was designed to give participants the possibility to develop smart city projects and exploit different financial opportunities offered in the market. For this purpose, the Matchmaking provided project promoters with the occasion to meet experts from the financial sector, and for these to organize their own meetings with project promoters (including industry players and city representatives).

The Matchmaking team collected information on projects from promoters through an online submission form and a collection of standard project fiches. The activities carried out before the event helped pre-schedule meetings to match promoters with investors/financiers relevant for the project in terms of country, type of development, financial need, and scale.

Once the matches were identified, participants were notified of the person that they would meet and were provided with all the relevant logistic information (room, time, etc.) of the meetings. In addition to the facilitated meetings, promoters were able to independently schedule meetings through the General Assembly app. These meetings were informal and there were no constraints on time or place.

The results of the Matchmaking process underline the value of creating relationships between promoters and investors.

GALA DINNER



Today we look back on more than 5 years of what became the “go-to” place for Smart Cities related undertakings and ideas, the European Innovation Partnership on Smart Cities and Communities and its Marketplace. The journey started back in 2012 when the European Commission decided that it takes more than a purely energy-driven and industrial approach to solving the challenges cities are facing today.

The Commission’s DGs Energy, Move and Connect joined forces to help tackle these challenges in the areas of Energy, Transport & Mobility, and ICT. With the support of High-Level and Sherpa Groups, together with the European Commission’s services, we created the Strategic Implementation Plan, which became the foundation for today’s Action Clusters and Initiatives, and which continues to resonate through the strategic paper *“Towards a Joint Investment Programme for European Cities”*.

We continue the journey through the Action Clusters, to aggregate the continuously developing knowledge as present in this community today. We have built substantial capacity through this partnership: in cities, companies and the financing sector; and the practical knowledge and critical thinking on how to move the Smart City agenda forward. Our bold goal is: to reach an investment of at least €1 billion and involve 300 cities by the end of 2019.

We witnessed today the how the EU’s funding efforts, the new matchmaking approach of the EIP-SCC Marketplace, and importantly also the voluntary efforts of our valued friends and supporters collectively create momentum through aggregating, upscaling and replicating innovative best practices, making European cities better places to live.

All this is the result of hard, continuous and collaborative work across country boundaries, services, companies and organisations.

On behalf of the European Commission – a big “Thank you!” to all those who helped this Partnership to be the place it is today. My respect and gratitude to all the volunteers who stayed with us, supporting the idea of smart European cities and who share and outperform our enthusiasm. Thank you for your indispensable and excellent support!



Mr Evgeni Krushev, Deputy Mayor of Sofia, then Mr Prochko Prochkov, City Councillor in Sofia welcomed participants to Sofia and gave an view of the ambitious developments underway and planned across the city, emphasizing the need to build from society’s needs, seek innovative new approaches, be imaginative about business models and funding arrangements, and actively collaborate to achieve step-change ambitions.

PLENARY SESSIONS

KEYNOTE: Miguel Arias Cañete, EU Commissioner for Climate Action & Energy



The EIP-SCC can make a significant contribution to the clean energy transition in Europe, by addressing one of the greatest challenges of this century to move from a fossil-fuel based economy towards an energy system which is fit for the 21st century.

Cities and towns, representing 75% (three-quarters) of the EU's population, account for most of our Greenhouse Gas emissions, so *must* be part of the solution.

Policy Framework: we have agreed to increase the 2030 renewable energy target to 32% (from 27%), and the energy efficiency target to 32.5% (from 30%), thus sending a clear political signal that Europe intends to remain the global frontrunner in the energy revolution. We have already started preparations for a long-term strategy on achieving carbon neutrality by mid-century. The transition will only be successful if complimented by bottom-up initiatives bringing together major actors, and towns and cities can provide a major route.

Role of EIP-SCC: now in its 6th year, this is important for fostering replication and scale-up of Smart City solutions and financing. The EIP-SCC partnership has established a strong link to our Horizon 2020 Lighthouse programme, representing ~€ 270 million EU funding, of a ~€500 million allocation by end 2020. This is genuine European added-value as it helps pool knowledge and identifies bottlenecks and potential solutions, accelerating the spread of best practices, building required skills – and achieving more, quicker. By strengthening the link between the EIP-SCC and Lighthouse we can aim high – an *investment of at least € 1 billion* and *involving 300 cities by the end of 2019*.

The Multiannual Financial Framework (MAF) 2021-27: this includes a target of 25% of EU expenditure contributing to climate objectives. On research and innovation, the new Horizon Europe programme is proposed to have a higher budget and includes a 35% climate mainstreaming objective, and the specific cluster for climate, energy and mobility – with a proposed budget of 15 billion EURO over the period.

I hope this event provides you with many contacts and a surge of inspiration for when you return to your office on Monday!

Commissioner Canete's video can be found [here](#).

PANEL 1: Sustainable Growth in Urban Areas: Unlocking investments - Supporting New Energy Provision and Consumption Solutions in Cities

Moderator: Karel Beckman, The Energy Post

Panel: Joanna Macowiecka-Gaca, CEO of Karmar (Bouygues Group); Lada Strelnikova, EEEF; Matthieu Grosjean, Remourban project; Piero Pellizzaro, Chief Resilience Officer Milan; Joost Declerck, Belfius; Jo Arne Lindstad, Ericsson, Global Director Smart Sustainable Cities; Francisco Carranza Sierra, Managing Director Renault-Nissan Energy Services.



There is plenty of cheap money, but still, very many city projects (innovative or simply ‘smart’) are failing to find immediate finance.

We speak about replicable city projects, and these depend on standardized approaches that are critical for building the scaling up and the consequent feeling that this is a ‘tried and tested’ project-type and so attracts systematized private sector investment.

Good examples like Belfius are able to build a portfolio of such projects. An important aspect of the vision we saw discussed is that banks must move from being singularly involved in ‘finance’ to being part of a one-stop approach to project promoters.

Key issues for private sector financing and small banks include:

- **Volume:** Is there sufficient aggregate demand to justify understanding the problem and create financing tools to solve it?
- **Complexity:** As the innovative players build smart cities which are resilient to long-term outlook, they focus on integrating solutions. And make the implementations inherently complex. But complexity can be also an opportunity when we take several implementations together, aggregate demand and systematize processes.
- **Long-term outlook on investment:** Are private sector players willing to venture where it’s not already mass-proven or large (which is not the nature of innovative projects)? Public finance will always be required to provide specialized instruments like those of the EEEF, and we look forward to where these work together to provide the ‘risk capital’ and encourage the freeing up of private sector capital – also investors with long-term perspectives, like pension funds.



The **issues from a political perspective** include:

- Is there enough political capital in a smart project? There is a generation with an appetite to be involved in co-designing solutions for tomorrow's cities. There are also always quick gains – energy efficiency reduces the cost of electricity and makes people live in more comfortable homes.
- Political city leaders will become more educated about the importance of integrated approaches, which even if more complex, and long-term are important to make them resilient and sustainable. This starts with ensuring that cities build horizontal competences to complement the traditional vertical (silo) competences.

Key messages:

Need to develop financial instruments to put smart city projects on the market. To do that it is necessary to: (i) have a strong coordination of public and private investments; (ii) attract investors with a long-term perspective. These objectives are achievable if we develop a strong collaboration between cities, industries, institutions and relevant stakeholders in order to match demand and supply side, and attract investors. Citizen engagement plays a **key role** in this process, since *“cities and communities can only be considered smart if they fully support the quality of life of their citizens, which includes health and independent living”* (cit. Mariya Gabriel, EU Commissioner for Digital Economy & Society)

KEYNOTE: Mariya Gabriel, EU Commissioner for Digital Economy & Society

People, rather than technology itself, drive digitization. Citizens' needs to steer the creation of specific applications, which are instrumental to the massive deployment of ICT infrastructure.

As a bottom-up initiative, the EIP-SCC reminds us that local partners are in the best position to decide which developments will be the most meaningful and most needed in the local context, be it smart street furniture, energy savings devices, smart transport and traffic infrastructure, or e-government applications likely to improve efficiency, transparency and the citizens' experience with public bodies.

Although impressive work has been done, even the most cutting-edge smart city, is only at the beginning of its journey.

EIP-SCC Results: Action clusters have been an effective vehicle to consult, identify ways forward, and formalize them. Some concrete examples:

- The Urban Platform has delivered a leadership guide for city decision makers, and a management framework to help cities with implementation, involving 110 cities.
- The Citizen Focus Action Cluster has delivered a European Manifesto on Citizen Engagement, signed by more than 120 cities, and translated in 14 languages.
- The 'Smart Lamppost', which in my view is an ideal candidate to demonstrate the benefits of adoption at large scale in many cities of a key innovative device and components that can deliver, in one go, smart city solutions. The city clusters of Greater London, Metropole Rotterdam-Den Haag, Piedmont cluster, and Bordeaux Metropole are expected to leverage a technical support grant of the European Local Energy Assistance, to an overall target investment of €150m, in the coming 3 years.

European added-value: Despite the fact that local actors are in the best position to make decisions for their communities, action at European level through the EIP and our European institutions, holds the unique power to confer scalability and interoperability to projects. They demonstrate our European identity and the values we hold as Europeans.

Investment: The smarter the cities become, the more attractive they are to investors. More investment brings opportunities, growth and welfare, which spills over to surrounding regions. Ultimately, Europe as a whole benefit from concerted actions to make cities smarter.

Instruments at European level, which could benefit cities in the future, are aided by recent proposals presented for the EU-budget for 2021-2027, with a strong digital dimension:

- WiFi4EU will allocate €120 million to 6-8,000 cities, to develop free public hotspots
- The updated Connecting Europe Facility (CEF) Digital aims to deploy 5G networks along major transport paths, with positive spill-overs on other sectors, benefiting communities and households throughout EU. The brilliant news of today is the negotiation of an increase for CEF2 from €1 to €3 billion.
- This is coupled with a new Digital Europe Programme of 9 billion, is central to the Commission's response to digital transformation, focusing on building capacities in high-performance computing, artificial intelligence, cybersecurity and advanced digital skills and ensuring their wide use across the economy and society.
- Horizon Europe supports fundamental research and innovation, offering many opportunities for cities and their partners to take technologies forward.

I am grateful for your fruitful work within the EIP and enthusiastic about its broader echo.

PANEL 2: Integrated Infrastructures and Digital Services as a Backbone for Smart Cities: Taking Pragmatic Actions by Building Collaborations Across Sectors

Moderator: Paul Timmers, ex-EC Director at DG Connect

Panel: Theo Blackwell, Chief Digital Officer London; Christophe Colinet, Bordeaux Metropole; Dirk van Brederode, The Hague; Pedro Ruau, Omniflow; Stefano Coiro, ENEL X; Matteo Andreoletti, Whitehelm Capital; Alessandra Cassisi, Officeaverdi Group.



The panel focused on investment, with the perspective that integration of digital and other infrastructures is a key enabler of Smart Cities solutions. The panel explored views of cities about practical trans-EU collaboration, of investors about what it takes to make investment bankable, and of industry market leaders about their interests and experiences in European smart city actions.

The participating cities have committed to work together to deliver innovative solutions for one of the Integrated Infrastructure cluster initiatives, the 'humble lamppost' – at real scale; as noted by the Commissioner. This is an important evidence point for aggregating demand, the application of standards, and the blending of funds from public and private sources. Low hanging fruit like the smart lamppost is well understood and there is already private sector investment appetite.

There are many potential other city infrastructures to move forward with beyond such quick wins. In doing so, it is important to harness the local value chain which can in total make a big investment ecosystem.

We witness discussions that emphasize the importance of data and interoperability to facilitate city solutions. Whilst we build momentum around these enablers, we must continue to learn by doing.



All Change: the ***"Towards a Joint Investment Programme for EU Smart Cities"*** [paper](#) poses some important points about change to roles and perspectives of each of the sectors to make for a more fluid and productive market.

This panel struck an optimistic tone: real smart city deployments that are undertaken with city leadership, investors' interest that comes with real money, large and small companies that engage. Now is the time to join the smart city party!

KEYNOTE: Matej Zakonjšek, Head of Cabinet of Violeta Bulc, EU Commissioner for Transport**The Importance of Smart Cities in EU Transport Policy:**

Transport is the real integrator in smart cities. Our city mobility of the future needs to be efficient, accessible, seamless and low-emission for people and freight. The European Investment Bank estimated that European cities in total need to invest €40 billion p.a. to maintain their transport systems. This money we do not have. So, we need to invest in smarter and more efficient mobility. Timing is as just 2 weeks ago, the EC announced all the proposals for the next financial perspectives 2017-2021.

EU Policies for Smart Cities – 4 Elements of Safe, Connected, Clean and Competitive:

<p>Connected</p> <p>CoM, industry, national and local organisations have been working very hard to ensure that Europe takes a leading role in connectivity and automation. The European Commission wants to take advantage of the expected benefits of autonomous mobility. This needs to reflect our shared values of making transport safer, more accessible and sustainable. However, we need to manage properly the long transition phase and make sure future vehicles are embedded in a transport system that favours social inclusion, low emissions and overall efficiency. We need to strengthen the links between vehicles and vulnerable road users, between vehicles and traffic management, between public and privately-owned data, between collective and individual transport and between all transport service providers and modes.</p>	<p>Clean</p> <p>Many cities and regions are now implementing urban vehicle access regulations. The recently adopted Commission Communication "<i>Clean air for all</i>" calls for further efforts at all levels, including a guidance document to be prepared by the Commission with cities, Member States and stakeholders. As a next step, access regulations need to be linked to Sustainable Urban Mobility Plans (SUMP). All of us – cities, suppliers and users of these systems – need to work together to ensure interoperable, workable systems that help mobility instead of hindering it. There are many opportunities to combine these areas: "for example, the Nissan-led "Vehicle to Grid" (V2G) initiative which seeks to cooperate with cities to see how fleets of electric cars can be used as a smart grid." This is a very promising way to optimise our renewable energies production.</p>
<p>Safe</p> <p>The third mobility package 'Europe on the Move' (May '18) has the potential to make mobility in cities much safer, especially in relation to vulnerable road users. The revised General Safety Regulation proposed ambitious upgrades to requirements applying to cars, buses, vans and trucks. I note one of the Action Cluster mobility initiatives focuses on investing in adaptive speed limitation.</p>	<p>Competitive</p> <p>This deals mainly with investment, which is what I would like to discuss with you in my final 3 minutes.</p>

Main EU Funding Opportunities for Smart Cities:

Multimodality, digitisation and road safety are the priorities of the new CEF call launched together with the Third Mobility Package. That means another €450 million of fresh money for deployment projects such as safety, multimodal travel information, or addressing issues for the deployment of MaaS. And in this field of work, the European Structural and Investment Funds (ESIF) have a total budget of €18.5 billion over the period 2014-2020, which can also be used for urban mobility. In the past 2 months, the European Commission published its proposals for the EU budget in 2021-2027. Urban areas see the development of integrated approaches where transport, energy and digital infrastructure and services converge. We will facilitate this through incentives for synergies in the new CEF and HorizonEurope. Urban mobility projects might also be supported by the EUR 11.5 billion “sustainable infrastructure window” under InvestEU.

PANEL 3a: Sustainable Urban Mobility investments scenario: From Successful Demonstration Projects to Mass-Scale Development - How Far Are We?

Moderator: Stephanie Trpkov, World Bank

Panel: Matej Zakonjšek, Head of Cabinet of Violeta Bulc; Lutz Heuser, SUM AC leader, The Urban Institute; Carsten Rickers, Growsmarter; Metodi Avramov, Director Strategies, Innovations and International Projects, Sofia Urban Mobility Centre; Ditmar Dumlich, EIB head of division for Bulgaria/Romania

The panel focused on the overarching question: How far are we from the set targets in Sustainable Urban Mobility?

Panelists discussed the key learnings from multi-modal mobility stations (hubs), how adoption of new mobility solutions can be encouraged in cities, the role of the EIP and SCC01 in this regard, in what priority areas investments are needed, and how cities can leverage the EFSI and other financing opportunities available for Bulgaria and neighboring countries. A few key insights from the discussion include:



- ‘Smart cities’ are indeed clean, safe, competitive and connected!
- Head of Cabinet Bulc suggested (jokingly) that the next Commission should have a ‘Commissioner for Connectivity’ (instead of transport) since this is where cities and technologies are going. Also, the panel (and some SHAPE table discussions) concluded that we need to find new ways to better align conflicting legislation (local, regional, national, EU); for example parking, recharging infrastructure, construction/product legislation. The new joint Energy-transport cluster in HorizonEurope is a good start.
- Intelligent copy-paste is not enough – the capacity building is vital to take along replication cities; indeed, even in lighthouse cities.
- EIB has many funds available: use structural funds to leverage additional funding, innovFin for companies (business angels) and a lot of advisory work via the Hub and ELENA and JASPERS.
- Keep things simple: start with core infrastructure, then add smartness. Projects do however need to have a holistic plan. For instance, Sofia Metro is a big EIB investment to which other smart services can be added.
- Mobility Hubs – e.g. Growsmarter: need EU standards: the same European signs, the same payment systems, work with same EU-wide regulatory frameworks.

PANEL 3b: Presentations from EIP-SCC Initiative leaders

Moderator: Stephanie Trpkov, World Bank

Panel: Vassilis Agouridas (AIRBUS, Urban Air Mobility Initiative), Anna Domenech Abella (NISSAN, IMET Initiative Lead), David Beeton (Urban Foresight, EV4SCC Initiative Lead), Edwin Mermans (Province of North Brabant/ Brabantstad, NMS Initiative Lead).

This session featured the five urban mobility initiatives within the Marketplace, that have been developing business models in different segments of Sustainable Urban Mobility that can be seeds for short and medium-term replication. The discussion summarized the initiatives, their achievements over the last year and their forward plans.

Urban Air Mobility

UAM aims to contribute to bringing urban mobility into the third dimension – the airspace (flying vehicles) – by offering a marketplace-driven forum of diverse mobility stakeholders (ground and air) to jointly work towards city-centric demonstration projects at intra-city and inter-city (regional) level.

Achievements to date include:

1. Political & Institutional endorsement (Ministries, EASA, Eurocontrol);
2. Building 'open' local ecosystems; consortia around a city's mobility need.
3. Launched the UIC2 to leverage on 'critical mass' (UAM Initiative Cities Community).

Concrete investment opportunities rely on the cities that have committed themselves into the initiative: Geneva, Hamburg, Ingolstadt and its region, Ghent, Plovdiv and the few other cities/regions that are about to join.

EV4SCC

EV4SCC is mobilizing an EU-wide dialogue on the potential for electric vehicles to be integrated with smart city initiatives and aims to create the world's largest marketplace for smart electric mobility solutions.

Achievements to-date include the HELLO EV project, that aims to deploy 2,000 shared EV in 5 years throughout Europe.

Concrete investment opportunities rely on the 5 active working groups of the initiative, namely: e-freight, e-bus, e-fleet, e-Planning & smart charging, e-Connected & Autonomous Vehicles.

New Mobility Services

It aims to build a common ground for New Mobility Services, supporting service replication and cooperation between cities and private sector;

Achievements today see:

1. 120 registered partners. 2 partner meetings in Feb and June.
2. Presentations on dozens of EU conferences, seminars, networks, bilateral meetings etc.
3. Active engagement with European projects on MaaS, automated driving and procurement like e.g. MyCorridor, Fabulos, CITYLAB, NOVELOG, SUCCESS, U-TURN
4. The article in 'Intelligent Transport Magazine' June 2018.

Concrete investment opportunities rely on the 6 working groups on commitments for deployment: Passenger demand driven first/last mile solutions; Parking solutions; Intelligent Speed Adaptation; Multi-modal Transport & Logistics in Smart City Context; Building the Traffic Management centre of the future; Changing roles/business impact/regulation/governance.

Intelligent Mobility for Energy Transition

It aims to create a mechanism for the development of sustainable energy models through e-mobility solutions as an innovative product for the development of smart cities.

Achievements to date include:

1. Preparatory – developing enablers (INVADE, EMBERS).
2. Pilot – testing in real environments (Growsmarter and Sharingcities).

3. Deployment – big scale integration of solutions and infrastructure (E4future).

Future investment opportunities rely on:

- Other projects in the pipeline – to be announced soon!
- Encouraging regions for cross-border collaboration in pilot and deployment projects.
- Clarifying support from the financial sector for cities.
- Defining strategy to follow up successful projects.

IN CLOSING...

Haitze Siemers, Head of Unit, European Commission, DG Energy



The EIP-SCC Marketplace is about facilitating projects – we want to facilitate €1 billion worth of smart city projects in 300 cities in Europe by 2020.

We have focused on the deals stage, and even in today's plenaries, we see the appreciation for this focus.

There are a host of key points that emerge from the active explore, shape, and deal discussions over the two-day event; too

many to summarise, however, I leave you with a number of observations to reflect on:

- Replicable city projects rely on standardized approaches.
- Banks must move from being singularly involved in 'finance' to being part of a one-stop approach to project promoters.
- The market is complex, however, that presents an opportunity, where we can take several projects together, aggregate demand and systematize processes and approach.
- Public finance will always be required to provide specialized instruments like those of the EEEF, and we look forward to where these working together to provide the 'risk capital' and encouraging the freeing up of private sector capital – also ones with long-term view like pension funds.
- Ensuring that cities build horizontal competences to complement the traditional vertical competence centres.
- The European Commission will have already invested 500 million euro in Lighthouse programmes by 2020. CEF2 will increase investment from €1 to 3 billion; coupled with a new programme Digital Europe Programme of 9 billion. This is significant. The digital focus will include Artificial Intelligence (AI) and Advancing Digital Skills.
- The Matchmaking was a demonstration that there is a wide range of investment opportunities and investor appetites. This will be an ongoing process, it started a few months ago and will continue to be at the core of the EIP-SCC Marketplace.
- The 'Shape' tables offered a wide variety of highly valuable topics that help ready the market for action, and we must continue to feed the funnel with innovative ideas.

As we approach planning for our next programming period, we cannot lose sight of the long-term urban future we live into, emphasised by the contrasting pictures of 2010 reality and 2100 urban futures included in the "Towards and Joint Investment Programme for EU Smart Cities" publication. This sets a compelling context for our activities today.

In closing, our heartfelt appreciation for your continued commitment. We look forward to many further successes in this key Partnership.

DATES FOR THE DIARY

Below are a number of upcoming events of interest, where the EIP-SCC will participate:

- ITS World Congress, 17-21 September
- Nordic Edge, Stavanger, 25-27 September
- EIP-SCC Action Cluster meetings & Matchmaking Activities – (tbc) Brussels, REGIO Open Days, 8-11 October
- Smart City EXPO & World Congress, Barcelona, 13-15 November – where the SCC01 Lighthouse programmes and EIP-SCC will be featured

COMMUNICATIONS



EIP-SCC Marketplace #EIPSCC18 @EUSmartCities · Jun 28

"Becoming a smart city is not a goal in itself, but a means to respond more effectively and dynamically to the needs and desires of the citizens and ultimately improve the quality of their life." - Commissioner Mariya Gabriel #EIPSCC18 #EUDigital #SmartCities



Mariya Gabriel and DigitalSingleMarket

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EIP-SCC Marketplace #EIPSCC18 @EUSmartCities · Jun 27

Cities working together, involving businesses and finance to co-design urban solutions, during our Thematic Working Discussion Tables for Demand Aggregation at the EIP-SCC Marketplace General Assembly! #EIPSCC18 #SmartCities #SmartMobility #EnergyEfficiency #SmartLighting



Andreea STRACHINESCU

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EIP-SCC Marketplace #EIPSCC18 @EUSmartCities · Jun 28

"Transport is the real integrator of the 'Smart City', it makes Europe move!" Matej Zakonjšek - Head of Cabinet, Mobility & Transport #EIPSCC18 #SmartCities #SmartMobility



EU Transport

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EIP-SCC Marketplace #EIPSCC18 @EUSmartCities · Jun 27

The #EIPSCC18 Explore Zone is open! 🇪🇺

Discover the our Knowledge Wall, Showcase Pods and Speakers' Corner! #SmartCities #SmartMobility #Sustainability #Energy



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@EUSmartCities Twitter Statistics

GA Comparison	2016	2017	2018
Impressions	55200	67200	57300
Retweets	22	400	238
Likes	197	320	318
Link Clicks	38	98	163

Thursday, June 28, 2018
 **Organic Impressions** 39,696


 **Tweets** 44

The hashtag #EIPSCC18 was used widely on the day of the General Assembly. It was mention in 505 posts with 154 constant users and managed to gain over a million and a half impressions.

 **505**
POSTS

 **154**
USERS

 **517**
ENGAGEMENT

 **464,330**
REACH

 **1,673,749**
IMPRESSIONS