



D2.6 OMC REPORT

Project Acronym: ***SELECT for Cities***
Project Title: ***Standardized, opEn, data-driven, service-oriented & user-centric pLatform Enabling large-scale Co-creation, Testing & validation of IoE services for Cities***
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Executive Summary

During the Open Market Consultation the SELECT for Cities consortium researched the market, informed potential suppliers, contacted topic experts and met with a whole array of people to promote the project.

The consortium will give you below an overview of the goals and objectives with which the Open Market Consultation was launched, the methodology used to maximize the return for the EC, the potential participants and the consortium and an overview of the feedback received. This feedback helps to give direction to the SELECT for Cities project and serves as guidelines to draw up the tender documents.

In addition to the above, the Open Market Consultation results will be published on the SELECT for Cities website. This will enable all interested parties to review the outcome of the different phases of the OMC and will serve as a reminder of all things discussed to all of those who participated to the events.

Abbreviations

Abbreviation	Explanation
OMC	Open Market Consultation
S4C	SELECT For Cities
IoT	Internet of Things
IoE	Internet of Everything

1 Introduction

1.1 Objectives

The SELECT for Cities Open Market Consultation (OMC) consists of a survey, 3 live events (Antwerp, Helsinki, and Copenhagen) and a webinar. Via the live events of the OMC, SELECT for Cities informs potential suppliers, developers, city officials and all other interested parties of the content and goals of the SELECT for Cities project. A second goal is to receive feedback on the goals set by the project and the feasibility from interested tenderers, subject experts and other parties. The survey aids the consortium to see if the targets set are realistic, attainable and innovative.

This section of the report provides an insight in the different parts of the Open Market Consultation, the feedback received and the defined actions.

2 Open Market Consultation - SELECT for Cities Survey

2.1 Scope and goal

SELECT for Cities conducts an Open Market Consultation survey providing a unique opportunity for companies, city experts, and innovators to share their thoughts on the current IoE/Smart City marketplace and help influence procurer content of the forthcoming SELECT for Cities tender. Via this survey the consortium is looking forward to input and feedback concerning the challenge which is presented in a limited format in the survey introduction, bring the project under the attention of matter experts, possible tenderers large and small, receive valuable feedback to optimize the tender documents, et al.

Goals defined by the SELECT for Cities consortium concerning the survey:

- What is currently on the market (state of the art)?
- What gaps are there in the market?
- What are current developments (in the context of the challenge)?
- Are the challenge and the scope feasible, given the time frame and budget and if not, what could be changed to make it feasible?
- What do companies need to respond adequately to the challenge?
- Can companies work with the vision of the platform as defined by the contracting Authorities?
- Which companies might apply to the challenge?
- What skills and competences need to be present in the companies responding to the challenge?

2.2 Participants

71 persons from 22 countries took part in the SELECT for Cities survey.

Belgium	23
Spain	6
Romania	4
Italy	4
Germany	4
France	3
Finland	3
UK	2
Estonia	2
The Netherlands	1
Switzerland	1
Slovenija	1
Slovenia	1
Serbia	1
Macedonia	1
India	1

Hong Kong	1
Greece	1
France	1
Denmark	1
Austria	1
Albania	1

The survey participants belong to different target groups (city officials, small and medium businesses, startups, research institutions, large companies...) and thus provided valuable feedback to the consortium from different angles.

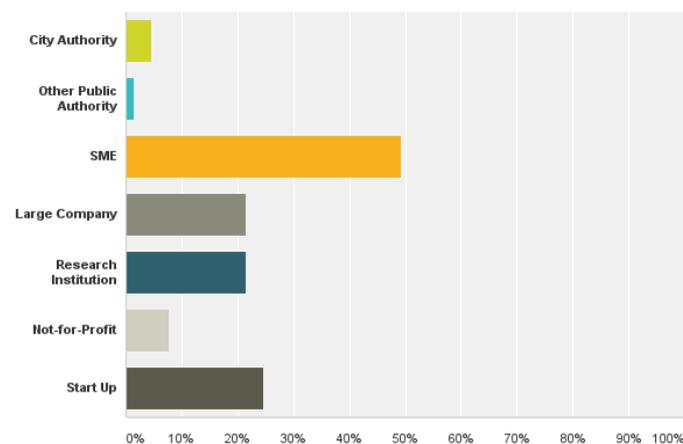


Figure 2.1. Type of companies that participated in the survey

Participants were asked what their level of experience is with developing, buying, selling and using IoT solutions. The questions was answered by 2/3 of the participants and these are the results:

	Developing	Buying	Selling	Using	No Experience	Total Respondents
Hardware	50.00% 28	55.36% 31	41.07% 23	67.86% 38	5.36% 3	56
Software	88.71% 55	33.87% 21	56.45% 35	59.68% 37	3.23% 2	62
Data	73.21% 41	17.86% 10	35.71% 20	71.43% 40	5.36% 3	56
Services	80.95% 51	25.40% 16	65.08% 41	46.03% 29	7.94% 5	63
Standards	35.29% 18	7.84% 4	15.69% 8	76.47% 39	15.69% 8	51

Figure 2.2. IoT level of experience

Based on answers of more than 50% of the participants, the interest of the survey participants in joining the SELECT for Cities project is huge. Over 80% answered positively when asked if they are interested in participating.

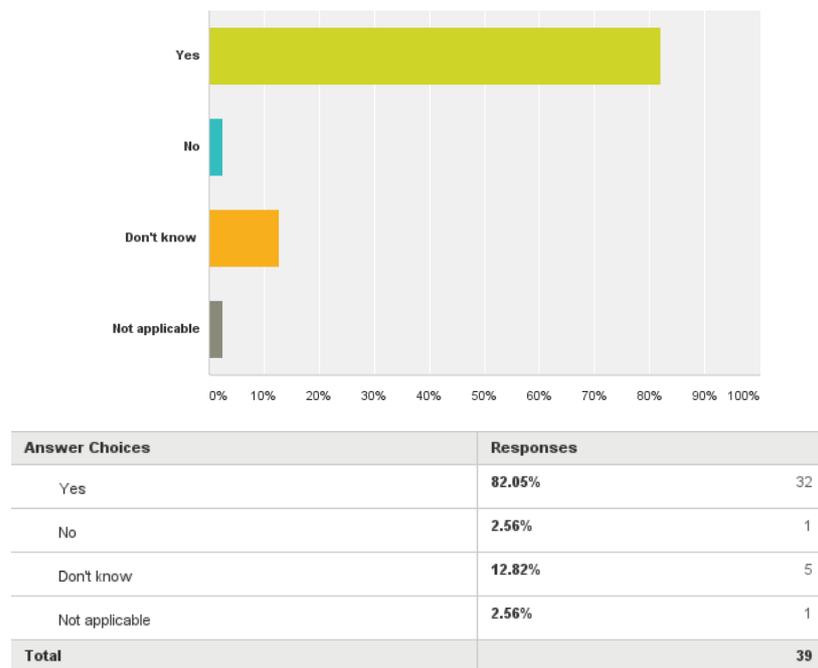


Figure 2.3. Interest in joining SELECT for Cities project

2.3 Survey results

2.3.1 Potential project challenges

The feedback from the participants results in a set of potential project challenges which will have to be addressed by the SELECT consortium in the tender documents and during the project. A subset of these risks and challenges can be found below.

Potential risks to be taken into consideration and to be addressed to by the consortium:

- Is there a lack of a proper legal framework from the cities and how will this be solved?
- How will the consortium address the lack of interoperability if any?
- How will the consortium prevent big players from taking over the results and/or product developed during the project by the tenderers?
- Legacy systems can cause issues for participants in the project. How will these be taken into account and solved?
- What is the motivation for multiple IoT solutions providers to run on one or multiple SELECT for Cities platform(s)?
- What are the incentives provided by the SELECT for Cities to change from stovepipe/vertical systems to a new platform?
- How does the consortium see partners working: competition vs. collaboration?

2.3.2 Additional points of interest

Evaluation indicators/criteria proposition by the participants:

- Security
- Avoidance of vendor lock in, modularity, APIs,
- Level of open source
- Data ownership
- Ability to create a community around the solution
- Sustainability of proposed solutions (life after end of project)

Other interesting points to take from the survey:

- The solution marketplace
- Multiple use cases
- The citizens as a sensor

2.3.3 Overall conclusion

Based on the survey results SELECT for Cities is putting forward a true innovative and challenging request with its vision for a City level IoE lab. The input from the survey respondents is aligned with the SELECT for Cities vision and expectations.

Input from the survey results in a list of challenges and possible risks that need to be addressed by the consortium. The consortium decided to put together a number of task forces to address the challenges described below in the tender documents.

A major concern of the consortium is making sure that the project is innovative, open and a real example for research and development. Part of the survey asks participants to give their view on existing products and where they lack in responding to the challenge set out by the SELECT for Cities consortium. Participants conclude that the existing platforms are focused on technology and lower level solutions (infrastructure) and lack openness as framed by SELECT for Cities vision. Therefore, we may conclude that existing solutions do not impact the innovation challenge.

3 Open Market Consultation - Live events

3.1 Scope

SELECT for Cities is informing potential suppliers, developers, city officials and all other interested parties of the content and goals of the SELECT for Cities project via 3 live events in Antwerp (25/05 2016), Helsinki (30/05 2016) and Copenhagen (06/06 2016). 160 persons from a variety of European countries participated in the live events.

3.2 Agenda for all live events

Introduction to SELECT for Cities

SELECT Challenge

SELECT City Use Cases

SELECT Living Lab Approach

SELECT PCP Process

Breakout sessions:

- IoE Platform concept and architecture
- Living Lab approach and use-cases

3.3 Methodology

The SELECT for Cities consortium opted for 3 live events following the same methodology to make sure that the received feedback is maximized, relevant and related for both the participants and the consortium. Main goals of the live events are maximizing the information provided by the consortium to the participants and potential tenderers and receive a maximum of information and feedback from the participants on the presented themes and information. To obtain these goals the consortium organized the event in three parts: presentations, breakout sessions and an informal drink and matchmaking session.

3.3.1 Presentations

The main goal of the presentations on the challenge, the use cases and the living lab approach is to give as much insight in the project and the way of working to the participants. In addition to these presentations, a big part was also reserved for the introduction to the PCP process.

All presentations can be found on the SELECT for Cities website: www.SELECT4Cities.eu and via [this link](#). In addition to the presentations, the consortium has also foreseen a video on the PCP process, accessible via [this link](#).

3.3.2 Break-out sessions

The breakout sessions aim to give the procurers and the interested parties an idea of what is available on the IoE market today, test the vision of the SELECT consortium of the to be developed platform, the living lab approach, the feasibility and innovativeness of the project and much more. Below you will find a subset of the questions and topics raised during the breakout sessions.

Breakout session A - IoE platform concept and architecture

Is our challenge, as presented today, innovative enough and is the gap between the state-of-the-art industry solutions and our challenge big enough to justify R&D services of this amount?

What is the market's view on the use and potential publication of open source code during and after the PCP?

Breakout session B - Living lab approach and use-cases

The platform solution should be tested in a real-life, in a near-to-market setting

- What would the installation trajectory look like?
- What would the SLA, maintenance, support... look like?
- What would the real-life business model of such a solution be?

SELECT foresees 3 milestones (moments of evaluation) during the 9-month Living Lab stage

- Do you foresee challenges in relation to this?
- What would you consider to relevant evaluation criteria?

Solutions need to be validated for three different use cases, in three different cities, capturing needs and requirements from local stakeholders

- Approach of forming consortia of start-ups is possible, would this be feasible?
- What type of support would you need to make the link to local stakeholders in divergent fields?

3.4 Break-out sessions results

This part of the report summarises the discussions that took place at the SELECT for Cities Open Market Consultation face-to face meetings, held in Antwerp, Helsinki and Copenhagen. It is presented in minute's format with the discussion grouped into themes rather than reflecting the exact order of the discussion.

Open questions the consortium aimed to answer during the breakout sessions

Is our challenge, as presented today, innovative enough?

What is the market's view on the use and potential publication of open source code during and after the PCP?

3.4.1 Break-out sessions A - IoE platform concept and architecture

The following concerns, consortium action points, reflections and insights were raised during the breakout sessions on the IoE platform concept and architecture.

Generic Platform

Statement: The consortium is looking for a platform that is generic and able to showcase all use cases in all three cities. Furthermore, it should be pluggable, easily to set up and use in other cities and with complimentary use cases.

Participants mention that the consortium has a broad vision and big goals for the platform that, at the moment, require making compromises that will ensure the innovativeness of the platform and the proposed solutions. The participants feel that the specifications and evaluation criteria are overwhelming and focus on too many domains, such as: integration, usability, experience, sustainability, easily expandable, modular, generic, being future proof ... Most of the participants expected the project to be limited to the technical platform. The fact that an application layer is also needed came as a surprise. More information on the platform requirements will be available in the tender documents.

The challenge is seen as huge and demands constant adaptation to evolving environments and a steep learning curve into the functional and technical requirements of the cities. It poses issues for companies that already have a basic solution that is not easily extendable to other domains or for which they do not have the resources.

SME and startup engagement

It is mentioned that today's specifications are not SME and start-up friendly, since they will face difficulties integrating the different components, setting up a business model and using open data and open source. The SELECT for Cities consortium stresses that the project is open to all companies and encourages smaller parties to form a consortium that encompasses all the knowledge to answer to the tender and participate in all phases of the project (see also "Miscellaneous").

Platform Openness

Subjects that were raised often and that, according to the participants, need additional discussion and information are the level of openness requested of the platform, the protocols to be used, the standards to be respected and used and the use, type and availability of data. The latter is also seen as a major risk if it is not presented to all participants in a timely matter and is not updated regularly.

Open Source

The use of open source is a requirement for the consortium that raises a lot of questions from the participants. What level of open source is requested, can the requirements be filled in by other means, are open APIs enough, what license model is the consortium considering for the proposed open source model ... As mentioned above, the participants ask for an additional discussion on the level of openness required and wish to receive additional guidelines concerning this topic.

At the moment, most participants are reluctant to use open source since they do not have a large enough open source community for their solution and no additional leverage to make the platform based on open source. Smaller and recently started companies do not have the means and the community behind them to opt for open source. Additionally, they fear that the foreseen budget is not sufficient to provide them with the means to make an open source solution that might be used by their competitors. Participants want to hear more on the consortium's reasoning to demand open source and the way they envision to build a community. Fear of the inability to market an open source solution is also mentioned by the participants.

Open data

In addition to open source, (open) data is an item of discussion that returned in all breakout sessions. Participants would like to receive an overview of the available datasets and formats in the tender, with regular updates afterwards. A big part of the innovativeness of the provided solution will also depend on the way data duplication is avoided. Participants also looked into the security and privacy concerns and mentioned that innovative solutions will be necessary to tackle those subjects and use context based security.

Another means to be innovative is to expand the currently available solutions to make them modular, able to focus on multiple domains and to be solved issues and the level of integration needed.

User-centric dashboards

The participants mention that providing a front-end that foresees correct data and useful dashboards for all types of users (city specialists, citizens ...) is a challenge and that an overview of the stakeholders is crucial. The consortium stresses that the front-end and dashboards provided should not be limited to display the results of the use cases, but that it should allow to build upon it and add additional dashboards when needed. Participants feel that more specific use cases are necessary to give the participants the opportunity to create user-centric and useful dashboards.

Clarification is needed on a number of topics:

- It is not clear whether the consortium is looking for one platform for all cities or for one platform per procuring city. This will be sorted out during the living labs, but the consortium stresses on the need for a scalable platform that can be implemented in all types of cities and not only in the procuring cities. Participants seem to think that focusing on the vertical layer of the platform endangers the wish of building one platform.
- Participants are keen to know the number of parties that will be allowed in the different phases of the project and wonders if the possibility that more than one platform will be awarded during the last phase is contradictory to the search of the consortium for 1 platform that fits all.
- The fear that the platform and its functionalities will not be valued as much as a nice app and user-friendly user interface that addresses the use cases requirements.
- Participants wonder how the consortium will guarantee sufficient user and citizen engagement, so that the final solution is something that solves an actual need.

- Budget limitations and time constraints would point the candidates towards using an existing solution, but this is contradicted by the general feeling that it is better to start from scratch to be able to address the specifications provided by the consortium
- FIWARE is not a requirement. The use of open APIs resonates with the requirements of the consortium, but FIWARE does not address all the requirements and will be too limited for this project's scope. It can be used however as an example to address parts of the challenge.

Finally, a pitfall was mentioned for companies solely concentrating on building a platform and losing track of the need to deliver an extendable platform that can be used in cities all over the world and that will be tested in the three procuring cities during the living labs phase of the project.

3.4.2 Break-out sessions B - Living lab approach and use-cases

The following concerns, consortium action points, reflections and insights were raised during the breakout session on the Living lab approach and the use cases.

Statement: The stakeholders for the use cases are not limited to the IT departments of the cities, but include broader user groups such as different types of end users, specialized city departments related to the use cases ... The cities will facilitate the interactions with the different stakeholders and will ensure that the domain expertise needed for the implementation of the use cases and the living labs is available. It is the responsibility of those specialized teams to connect to the platform through an API. Implementing the solutions for the use cases will be performed during the living labs. Furthermore, a user-centric GUI for administrators and users is not a fixed requirement, but depends on the design proposed by the suppliers.

The general feel and opinion of the participants is that the use cases presented are too restrictive and difficult to implement and do not create enthusiasm or creativity. They also do not enable the suppliers to showcase the innovativeness of their solution, the adaptability to different standards and use cases. Participants feel that the research should also focus on the usability of the platform and the willingness of people to use this kind of platform and build upon it. "Fun applications" may be an opportunity to really attract citizens to use the platform and to develop their own applications. Concerns were also raised that it is too complex to handle so many use cases in three different cities.

Since the project has been split into different phases, all participants need to be vigilant to keep the goals of all phases in their minds when creating the platform.

The main goal of the living labs for all remaining parties is to prove that the platform works in different cities and through multiple use cases, is pluggable and versatile. Obtaining feedback from the consortium, the cities and the users is a main concern for the potential suppliers.

From a timing and budget point of view, the use cases are spread over too many domains and user groups, which demands the use of a lot of resources and business experts for each and every one of the use cases.

Platform flexibility

Questions rise on how the requested flexibility of the platform fits with the 3 use cases proposed by SELECT for Cities and how the consortium will tackle the possibility that the platforms will be built with only the 3 use cases in mind, thus creating a very limited platform that is not pluggable, easily extendable, flexible and open.

Access to data

In order to comply with the time restrictions put forward by the consortium, the participants feel that the budget is too limited and that data sets need to be provided already in the tender and that regular updates need to be provided. The way the data is structured and the usability of it are also crucial in this phase of the project and to stick to the deadlines.

The participants asked if it is possible to organize field visits to the living labs in the different cities or to provide extensive information on them in the tender documents.

3.4.3 Key points of the breakout sessions: Miscellaneous

Budget

Budget concerns returned in all the breakout sessions and in the plenary and networking sessions. Participants feel that the allotted budget is too small for such a large and all-encompassing project. The amount of R&D needed, the number of parties per phase, the amount of paperwork related to European projects, the marketability of the finished product and the uncertainty of what happens once the SELECT for Cities project terminates are all part of the budget concerns.

The participants feel that the project is not fit for small companies, startups and SMEs. Furthermore, they feel that the consortium will be forced to focus on companies that offer a product that is almost ready to market due to insufficient budget.

Remark: whilst reading the above remarks one should keep in mind that the final budget and the budget allocated per phase and the number of contestants allowed to advance to the different phases of the project will be finalized in the tender documents and that the participants are working with unfounded assumptions. Furthermore, the objective of this PCP is to encourage and support the research and development of innovative solutions capable of answering real needs identified by the cities, rather than fully fund and procure a ready made product.

Single candidates and consortia

Companies with expertise in one of the domains of the challenge are kindly requested to form a consortium with other interested parties to propose a complete solution. It is not possible to reply to the tender with a partial solution and all parties need to enter the project from the beginning. It is not possible to join later in the project or for a specific phase.

Participants wonder whether the SELECT for Cities consortium will provide them with the tools and media to find suitable partners and enable them to form the right consortium. As a result, some of the participants wonder whether they will be able to offer their services to multiple consortia.

Competition

All candidates will be facing the possibility of exposing their work to competitors, the public and other vendors. They are fearing for a loss of revenue and investment on the R&D they invested in the project.

3.4.4 Break-out sessions – Conclusion

Thanks to the Open Market Consultation live events, the consortium will be able to make the necessary adaptations to make the project even more interesting and challenging for all parties.

The consortium aimed to find a response on two questions concerning the platform: innovativeness of the current asked solution and the participants' view on the use and potential publication of the open source during or after the PCP.

In general, the participants agreed that the challenge is innovative and challenging although parts of the platform do exist already. The innovativeness lies in the openness of the platform, the demand to use open source, the fact that the platform is not dedicated to one domain or customer, but has to be adaptable and open so that it can be used in all cities.

Due to its innovativeness and specific requirements, the SELECT for Cities platform and use cases present a real challenge to the candidates. The consortium received very valuable feedback on how to make the challenge even more innovative and how to help candidates achieve their goals. The consortium will evaluate all feedback and adapt or provide solutions where possible.

The living lab approach and use-cases breakout sessions were organized to obtain information on the business model, the testing in a near-to-market setting and to have a view on the challenges related to the milestones and the Living Lab stage. Furthermore, the consortium wanted to know if the validation of the solutions in 3 different cities and with 3 different use cases is feasible.

The reactions on the current use cases were not unanimously favorable as they do not provide the participants the possibility to fully showcase the full range of functionalities of their platform. The use cases are deemed to be too standard, not creative enough and not specific enough to enable the candidates to foresee specific dashboards for the different types of stakeholders who will be using the outcome of the platform.

Participants asked more information on the data that would be available and regular updates throughout the project.

The consortium took note of these observations and will provide a solution where possible. They will take this into account and will use them to improve the challenge, the living lab and the use cases before sending out the tender.

Since not all questions were answered during the breakout sessions and since additional questions have been raised, the consortium might decide to seek more information and insights via an additional survey or via webinar.

3.5 Participants lists

The participants' lists of the Antwerp, Copenhagen and Helsinki events can be found on the SELECT for Cities website via [this link](#).

4 Open Market Consultation - Webinar

On June 28th 2016, the SELECT for Cities consortium organised a webinar to ensure that all interested parties were able to gain a maximum of insight in the project, the PCP procedure, the requirements and the preliminary planning. The outline of the webinar was similar to the agenda of the 3 live events, with sufficient time for questions. The recording of the webinar can be found on the SELECT for Cities website via [this link](#).

5 Annex A: Open Market Consultation survey

5.1 Invitation

What Do Cities Need?

In advance of creating a tender for procuring Internet-of-Everything (IoE) R&D for Smart City innovation, the cities of Antwerp, Copenhagen and Helsinki invite feedback on the current state of the IoE market, gaps in platform solutions, and ideas on what needs to be funded.

If you have an innovative idea that you wish to secure R&D funding for, or if you would like to be involved in the SELECT review/testing communities please take part in our short survey today.

Thanks in advance,
The SELECT for Cities Team

5.2 Survey



SELECT for Cities: Internet of Everything Consultation

Page 1 of 3

Welcome to the SELECT for Cities Open Consultation on the Internet-of-Everything (IoE)

[For an understanding of what IoE is and how it related to the Internet-of-Things please click here.](#)

The survey consists of 18 questions in three sections and should take around 15 minutes to complete. Respondents are invited to answer all the questions in this survey. The results will be taken into account when designing the SELECT for Cities innovation competition to conceptualise, prototype and pilot an IoE platform solution ([see website for more information](#)).

Please note that taking part in this survey is not a prerequisite for the participation in the SELECT for Cities innovation challenge (funding competition) and does not give advantage to any supplier.

Thank you in advance for your time.

PART A: GENERAL INFORMATION: ALL ABOUT YOU

*** 1. Please provide the following information about your organisation:**

Name	<input type="text"/>
Company	<input type="text"/>
Job Title	<input type="text"/>
Country	<input type="text"/>
Email Address	<input type="text"/>

2. Do you or your company specialise in a particular IoE or Smart City domain e.g. smart living, smart society, smart energy, smart mobility, other? Please elaborate.

3. Please select the descriptions that best describes your organisation (you can pick more than one):

- City Authority
- Other Public Authority
- SME
- Large Company
- Research Institution
- Not-for-Profit
- Start Up

Other (please specify)

4. Briefly outline the main focus of your company/organization:

5. Do you have direct experience in developing, buying or selling technologies related to IoT:

	Developing	Buying	Selling	Using	No Experience
Hardware	<input type="checkbox"/>				
Software	<input type="checkbox"/>				
Data	<input type="checkbox"/>				
Services	<input type="checkbox"/>				
Standards	<input type="checkbox"/>				

Other (please specify)

PART B: UNDERSTANDING OF THE MARKET: STATE-OF-THE-ART

6. What do you think are the three best loE/IoT platforms in the market. What are they called and why do you like them? If possible please add links.

7. In your opinion are there gaps or weaknesses in these existing solutions?

8. What type of solutions do you think could address these gaps or weaknesses?

9. Do you have ideas for services in these areas that you would like to develop?

- Yes
- No

Please elaborate if you wish.

PART C: ADVANCING INNOVATION: FUTURE DEVELOPMENTS

10. Do you believe in our vision for creating city-wide loE Innovation platforms ([click to see detailed vision](#))? Please explain and suggest how the Select Consortium could better clarify the vision.

11. What features / technologies do you think should be included in the loE solution? Please specify if you think some platform components are more essential than others.

12. What constraints do you see in developing an loE platform (conceptual, technical, organisational, legal, regulatory etc.)?

13. What criteria do you consider will be important to evaluate loE platforms/solutions?

14. At this stage is your organisation/company/consortium interested in taking part in the SELECT for Cities innovation challenge?

- Yes
- No
- Don't know
- Not applicable

15. Do you have the intention of attending one of the Open Meeting events in Antwerp, Helsinki or Copenhagen ([link to registration page](#))?

- Antwerp - 24 May 2016
- Helsinki - 30 May 2016
- Copenhagen - 6 June 2016
- More than one (please specify)

16. If attending an Open Meeting are you interested in:

- Participating an in-depth focus group or workshop
- Joining the networking (and/or 'matchmaking' to form a consortium) opportunities during this event
- Attending as a spectator
- Following the workshops online

17. Finally, are there any other thoughts or questions you would like to share with the SELECT for Cities Team?

18. Does the Select consortium have your permission to share the data of your organization and your contact details (name, last name and e-mail) with other organizations willing to take part in the Select challenge and looking for partners?

- Yes
- No



SELECT for Cities: Internet of Everything Consultation

Thank
you!

Well done, you have completed the survey!

Many thanks from the whole of the SELECT for Cities Team for your time and contributions.

To keep up to date with news about the SELECT for Cities innovation competition sign up to SELECT's mailing list ([click here](#)), follow SELECT on Twitter ([@SELECT4cities](#)) or join the LinkedIn Group ([Select for Cities](#)).

Thank you...