Scaling Up: Fostering Innovation through Technology Pilot Projects

City of Long Beach, Technology & Innovation Department
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Intro

Smart City LB
The power of pilot projects

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Smart City LB

Vision:

Advance solutions to civic challenges by engaging the community, staff, and private sector to explore and implement emerging technology.

Key question:

How might the Smart City Initiative develop flexible models to advance a variety of smart city projects?

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How might the Smart City Initiative develop flexible models to advance a variety of smart city projects?

Solution:

Develop <u>three pilot models</u> to facilitate innovative projects from different types of stakeholders: (1) City staff, (2) the private sector, and (3) Long Beach community members.

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What is a pilot?

Benefits to the City:

- Engage and test new ideas

- Maximize City resources

- Measure impact

- Better understand a specific industry before committing to a full-scale contract

- Normalize failure

Benefits for partners:

- Potential contract

- Product refinement, prototyping, and user testing

- Networking

- Tech for good
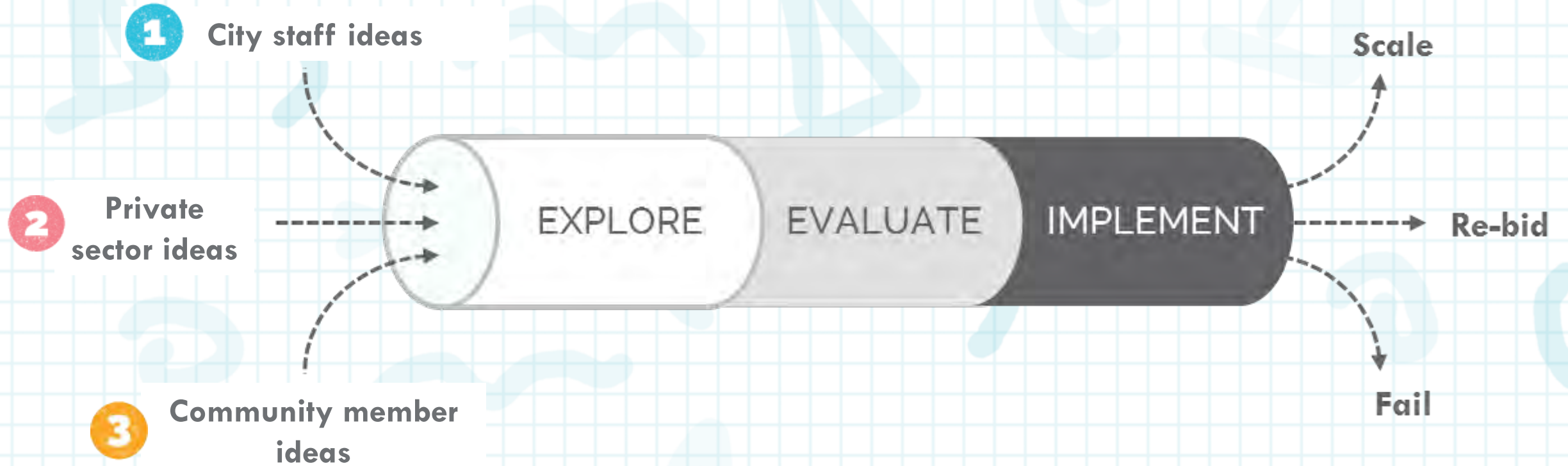
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What is a pilot?

Parameters

- Both "first-of-its-kind" solutions and solutions that have been deployed elsewhere

- Not a proof of concept or software trial

- Must comply with the City's legal purchasing requirements

- Typically 4 – 6 months

- Low or no-cost

Proposed location at Ocean Blvd., Intelligent Traffic Signal pilot; Source: Long Beach Business Journal

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Pilot models

1. City staff ideas
2. Private sector ideas
3. Community member ideas

EXPLORE EVALUATE IMPLEMENT

Scale

Re-bid

Fail

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Pilot models

EXPLORE   EVALUATE   IMPLEMENT

Stakeholders articulate needs and solicit proposals from private, nonprofit, or academic partners.
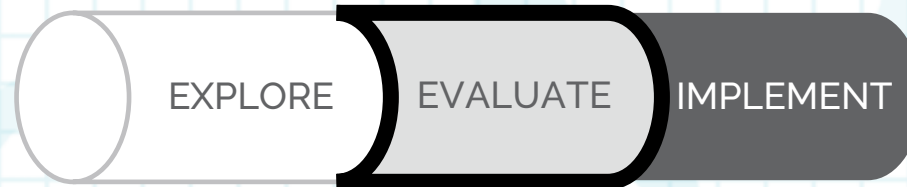
Cast a wide net and activate the partnership network to elicit interest.

Evaluate and select pilot proposals for alignment with the Smart City LB principles and challenge goals, feasibility, and potential for scale.

Implement pilot project, integrating user testing and KPIs.

Then, evaluate the project by KPI success and for its potential to scale.

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Pilot models

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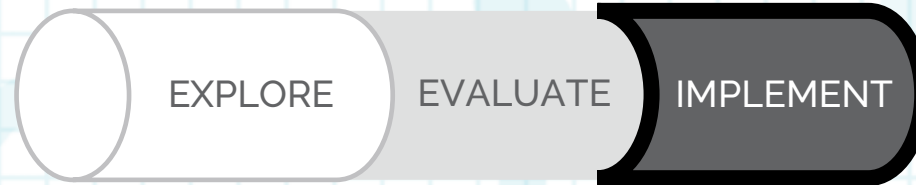
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Pilot models

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Pain points:

- City staff are the frontline of resident experience but do not have avenues to bring problems to light in a productive manner.

- Very limited resources to innovate and test technology solutions to improve internal and external processes.

- No standards to contracting City pilots.

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City staff ideas: Smart City Challenge

EXPLORE   EVALUATE   IMPLEMENT

- Staff identify needs and refine a challenge statement;
- City issues a no-cost challenge-based RFP

- Staff evaluate and select winning proposals

- Staff develop KPIs and pilot scopes
- Staff attend learning workshops and implement 5 month pilot

Benefits:

- A **streamlined** and **free** way of exploring solutions to key City needs.
- Empowers City staff to address ongoing difficulties with emerging technologies and other innovative approaches.
- Staff receive support resources and learn best practices of results-driven contracting in a cohort.

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City staff ideas: Smart City Challenge

- **Team:** Public Works

- **Challenge:** "Seeking a mobility data collection and analysis solution to better understand pedestrian counts, bike counts, scooter counts, vehicle speed, transportation user stories, and safety perception for our policy, program, and infrastructure decisions."

- **Selected solution:** Numina

- **Status:** Re-bid

Source: Numina

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Section **2**

Private sector ideas
> Pitch Long Beach!

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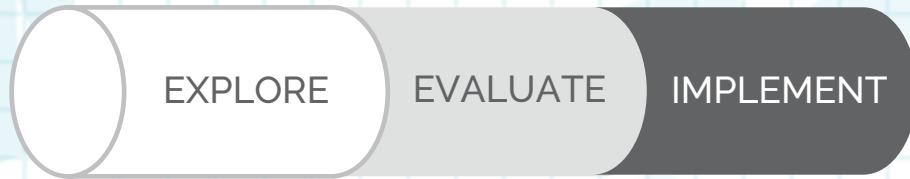CITY OF
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Pain points:

- Staff inundated with solicitations from vendors to sell their products, but are not SMEs in emerging tech.

- Private sector has incentive to innovate and drive value, but only 53% of City contractors agreed that they are "able to propose innovative solutions to challenges the City faces."

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Private sector ideas: Pitch Long Beach!

EXPLORE EVALUATE IMPLEMENT

- Vendor submits pitch at any time

- Smart City LB staff screens pitches;
- Staff evaluates pitch and conducts market scan

- Staff issues sole-source award and proceeds with pilot
- Staff and vendor develop KPIs and scope

Benefits:

- Funnel unsolicited vendor pitches to a single City staff.

- Expose staff to what is available in the market, leading to better and more partnerships.

- Vendors can identify problems the City has not identified on its own and offer solutions aligned with legitimate City needs.

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Private sector ideas: Pitch Long Beach!

- **Team:** Fleet Services

- **Pitch:** Real-Time Tire Management Platform to provide data on tires to reflect tire tread depth, tire psi, notifications of failures, and data analysis on chosen fleet of vehicles

- **Selected solution:** Revvo Technologies

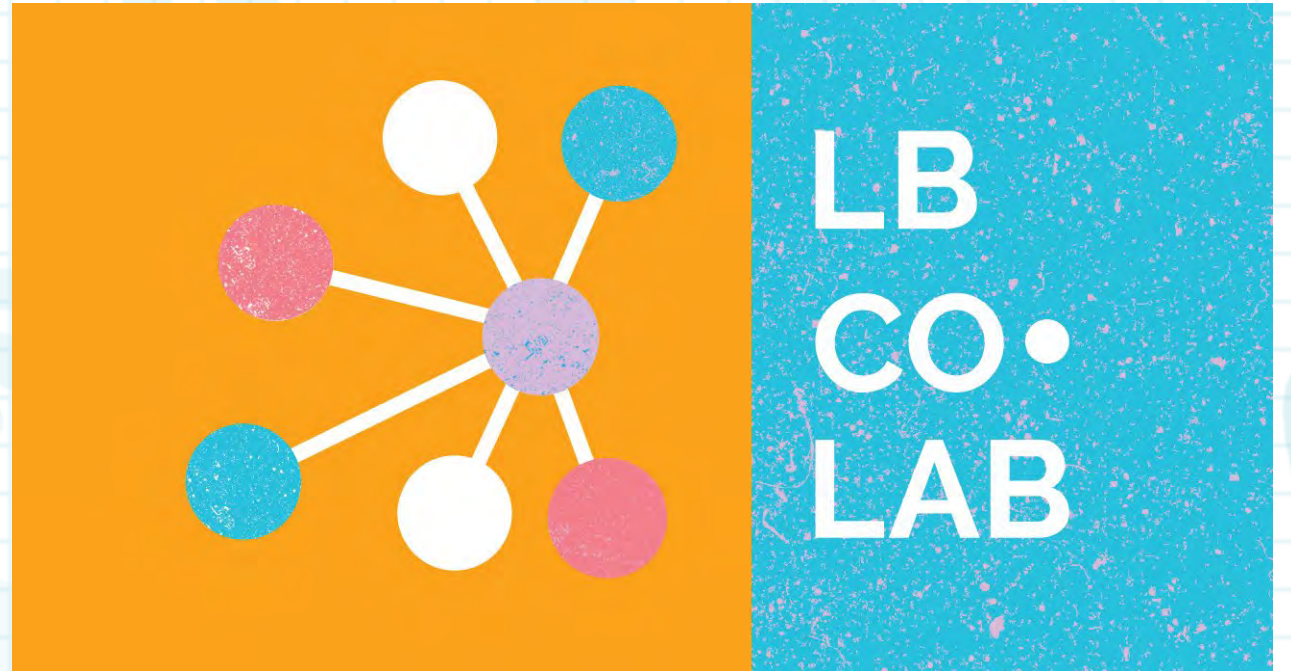- **Status:** In-progress

Source: Revvo Technologies

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Section 3

Community member ideas
> LB Co-Lab

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Community member ideas: LB Co-Lab

Pain points:

- Residents often attend a visioning workshop for a project that never happens—leaving them feeling discouraged from participating and needing new paths for civic participation.

- Individuals and businesses feel ill-prepared for the digital revolution and smart jobs and economy.

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Community member ideas: LB Co-Lab
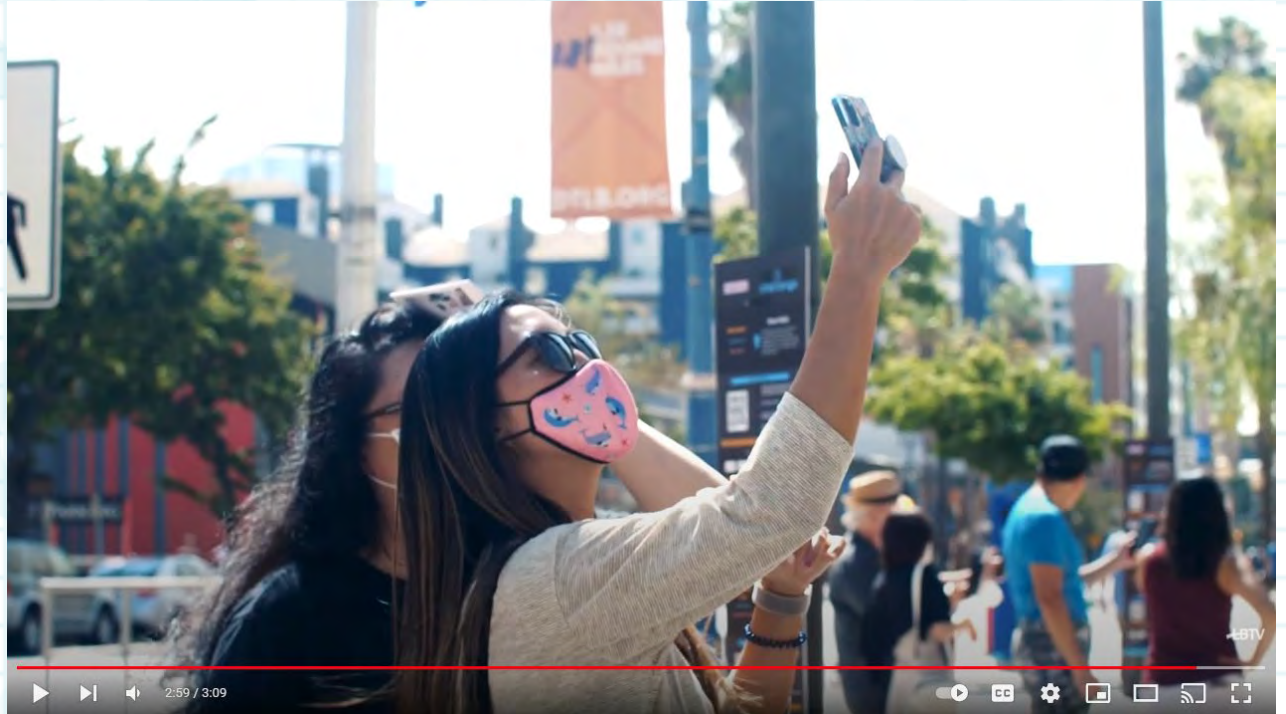
EXPLORE   EVALUATE   IMPLEMENT

- Smart City LB staff identify 4 neighbor-hoods and recruit participants
- Community identifies challenge

- Community evaluates and selects winning proposal

- Community prototypes and co-designs pilot solution
- Community earns certificate in technology development

Benefits:

- Ensure tech advancements are accessible to, and designed by, community.

- Teach community members practical skills in technology development so they may thrive in the post-pandemic economy and compete for local jobs.

- Kickstart additional community investments.

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Community member ideas: LB Co-Lab

- **Potential neighborhood:** Cambodia Town

- **Challenge:** "How might we encourage people to enjoy, navigate, and use Cambodia Town's public spaces at night?"

- **Potential solution:** Install pedestrian-activated LED street lamps and 3D art installation

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Thank You!

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