

ПЯСЪЧНИК ЗА ИНОВАТИВНИ РЕШЕНИЯ

Направление
“Дигитализация, иновации и икономическо
развитие”



Пясъчник за иновативни решения



Какво: пилотни проекти за тестване на иновативни технологични решения, свързани с градските предизвикателства.



Фокус върху: околна среда, образование, транспорт, е-управление, предприемачество и иновации.



Цели:

- ✓ Да подкрепя развитието на местния ИКТ сектор и иновативните решения.
- ✓ Да превърне София в тестова площадка за иновации.

Пилотни проекти – защо?

Основен проблеми при стартиращите фирми е трудността да намерят първия си клиент, за да тестват своето решение в реални условия и да докажат, че то работи успешно.



Пилотни проекти – решение и последващ ефект:

-  Чрез пилотни проекти Столична община става един от първите клиенти на местни компании, създаващи иновативни решения
-  Общината подпомага създаването на иновации, които да се предлагат на местно, национално и международно ниво
-  Развиват се фирми и индустрии с висока добавена стойност
-  Повишават се БВП, заплати, качество на живот
-  София става привлекателен град за чуждестранни предприемачи и фирми, търсещи тестова площадка за своите иновативни решения

Пилотни проекти – комуникация:

Комуникация с **местни фирми и бизнес асоциации** за събиране на предложения за проекти, целящи да **тестват приложимостта** на иновативни технологични решения на проблеми, свързани с управленски, екологични, образователни, транспортни, административни, предприемачески и други **градски и обществени предизвикателства**.

Пилотни проекти – подбор:

-  Подбор на проекти до 50 000 лв, които могат да се осъществят в кратък срок – бърз тест с нисък финансов риск
-  Комуникация със свързани дирекции в СО, дирекция Обществени поръчки, служители по защита на данните, както и външни заинтересовани страни

Консултанти



Deloitte.

- ✓ Като резултат от контактите, осъществени по време на градските семинари по „Предизвикателство дигитални градове” и с цел надграждане на проекта беше подписано споразумение с **Европейската инвестиционна банка** за безвъзмездна консултантска подкрепа.
- ✓ В резултат на това, всеки потенциален проект в сферата на дигитализацията и умните градове, премина през оценка по методология разработена от **Deloitte**, един от партньорите на ЕИБ, и се приведе в по-висока степен на готовност.
- ✓ Консултантската подкрепа е насочена и към подпомагането на пилотни проекти при осигуряването на финансиране.

Методология



Project Assessment			Score	
Project ID:			100	
Project name:				
Contact:				
Description:				
C	#	Assessment question	Answer	S
FORMAL	1	Is there a written Project/initiative detailed scope?	2 - Detailed project scope exists	2
	2	Has a Project sponsor (PS) been identified?	5 - PS has signed a contract	5
	3	Has a Project team (PT) been formed?	4 - PT members have signed contract and roles are assigned	4
	4	What is the level of the Project team's (PT) experience with the project content?	3 - PT members have experience with similar projects	3
	5	Is the Project/initiative objective clearly defined?	2 - The objective is clearly defined and articulated	2
	6	Are the Project/initiative's benefits (PB) clear, i.e. what challenge/s will be solved?	3 - PB are clearly outlined and documented	3
	7	Are the Project/initiative's beneficiaries identified and are they clear?	3 - Beneficiaries are identified and quantified	3
	8	Are the measures of success, i.e. key performance indicators (KPIs) defined?	3 - KPIs are completely defined and developed	3
	9	Is there a clear Project/initiative management timeline, i.e. a Project time plan or Project schedule?	3 - Entire time plan of activities have been developed with d	3
	10	Has the project stakeholders been identified?	2 - Yes	2
	11	Has the project partners been identified?	2 - Yes	2
Formal Score				32
FIT	12	Does the project/initiative contribute to any of the DTSS operation objectives?	1 - Yes	1
	13	Does the project/initiative contribute to more than one of the DTSS operation objectives?	2 - Yes - contributes to multiple	2
	14	Does the project/initiative contribute/is aligned with other strategic documents of Sofia?	2 - Yes	2
	15	Does the project/initiative address any of the strategic Smart City goals?	1 - Yes	1
	16	Is the project/initiative applicable to any of the Smart City domains?	1 - Yes	1
	17	Is the project/initiative applicable to multiple Smart City domains?	2 - Yes - to multiple domains	2
	18	Does the project/initiative support or complement other initiatives/projects in the city of Sofia?	1 - Yes	1
	19	Can the proposed solution (technology) be reused on a city-wide basis to transform other services as	1 - Yes - proposed solution (technology) can be reused	1
	20	Does the project/initiative have the potential to be scaled up and/or replicated in another city?	1 - Yes - it can be adopted by other cities	1
	21	To what extent customers/users will be willing to use the newly proposed product/service or new proce	2 - Willing to adopt and use it	2
	22	To what extent is the project/initiative innovative (i.e. anticipates market trends)?	2 - It is innovative (forward looking)	2
	23	Are the project results (achievements and benefits) likely to be long lasting?	2 - There will be long lasting/recurrent results	2
Fit Score				18
FINANCE	24	Does the project/initiative have a business plan?	2 - Business model and plan clarified and formalised	2
	25	Has the project/initiative's cost for implementation been estimated?	2 - Yes	2
	26	Is the proposed project/initiative going to generate revenue or reduce costs?	1 - Yes	1
	27	Is the expected revenue going to be sufficient to cover operational cost	2 - Yes	2
	28	Does the project/initiative rely on internal resources only? (people)	2 - Fully	2
	29	Does the project/initiative rely on external resources (e.g. partnerships)? (people)	2 - No	2
	30	Can the project/initiative be funded by Sofia Municipality?	2 - The project/initiative can be fully funded by Sofia Munic	2
	31	Does the project/initiative rely on any private financing?	2 - No. Self-funded	2
	32	Can the project/initiative be implemented without private funding (CSR, crowd funding, VC, Angel)?	1 - Yes	1
	33	Can the project/initiative get public funding (EU funds, regional funds, state grants)?	1 - Yes	1
	34	Can the project/initiative be implemented without public funding (EU funds, regional funds, state	1 - Yes	1
	35	Are the specific procurement mechanism(s)/partnership defined?	2 - Yes	2
	36	Are the specific funding/financing sources for the project identified?	1 - Yes	1
	37	To what extent is the project/initiative's funding/financing secured?	4 - Funding has been secured (100%) and contracted	4
Finance Score				25
FEASIBILITY	38	Has the type of technology/solution needed for the project/initiative been identified?	2 - Yes	2
	39	What is the technology/solution maturity level?	3 - Mature and proved technology/solution	3
	40	Is there a risk of vendor locking, associated with the technology?	2 - No risk of lock-in	2
	41	Is the technology open source	1 - Yes	1
	42	How easy is to implement the technology and the solution overall?	3 - Easy	3
	43	Are there available methods for design and implementation of the proposed technologies/solutions?	1 - Yes	1
	44	How proven is the proposed delivery model (DM) through which the initiative will be implemented?	2 - DM established and proven (used before)	2
	45	Has a risk assessment been performed and can associated risks (if any) be managed or mitigated	2 - Yes	2
	46	Are there geo-technical conditions or potential assessment that can affect the project? (relevant for transport infrastructure and all greenfield project)	1 - No	1
	47	Can the chosen technologies be used considering the level of people' technological expertise?	1 - Yes	1
	48	Has a legal assessment for the existence or absence of legal and regulatory impediments been	2 - Yes	2
	49	Are there going to be any internal regulatory amendments required (procedures and other internal documents at Municipal level) in order to implement the proposed technology/solution?	1 - No	1
	50	Are there any regulatory challenges on National or EU level with regard to the project/initiative's implementation which may delay or hinder it?	2 - No. The project complies with regulations	2
Feasibility Score				21
Total Score				96



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