Replicate
Final conference

Donostia/San Sebastián

26th March 2021

DONOSTIA
SAN SEBASTIÁN
Ekonomia Bultzatzeko Zinegotzigoa
Concejalía de Impulso Económico

donostiasustapena
fomentosansebastián

REPLICATE
RENAISSANCE OF PLACES
WITH INNOVATIVE CITIZENSHIP
AND TECHNOLOGY

This project has received funding from the European Union's Horizon 2020 Research and Innovation Programme under Grant Agreement Nº 691735

Business Models for Smart Cities

Dr. Francesc Pardo Bosch – ESADE / UPC

BLOCK II: KEYS FOR SCALE UP AND REPLICATION OF SMART SOLUTIONS

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Organized by: DONOSTIA SAN SEBASTIÁN Ekonomia Bultzatzeko Zinegotzigoa Concejalía de Impulso Económico · donostiasustapena fomentosansebastián · REPLICATE RENAISSANCE OF PLACES WITH INNOVATIVE CITIZENSHIP AND TECHNOLOGY

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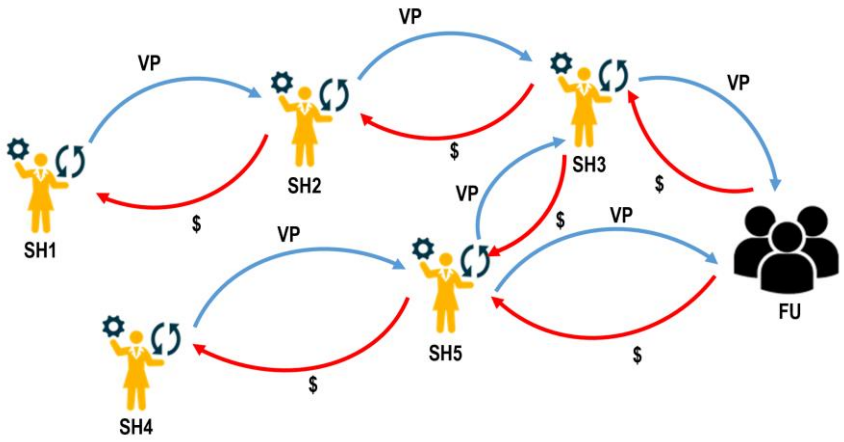
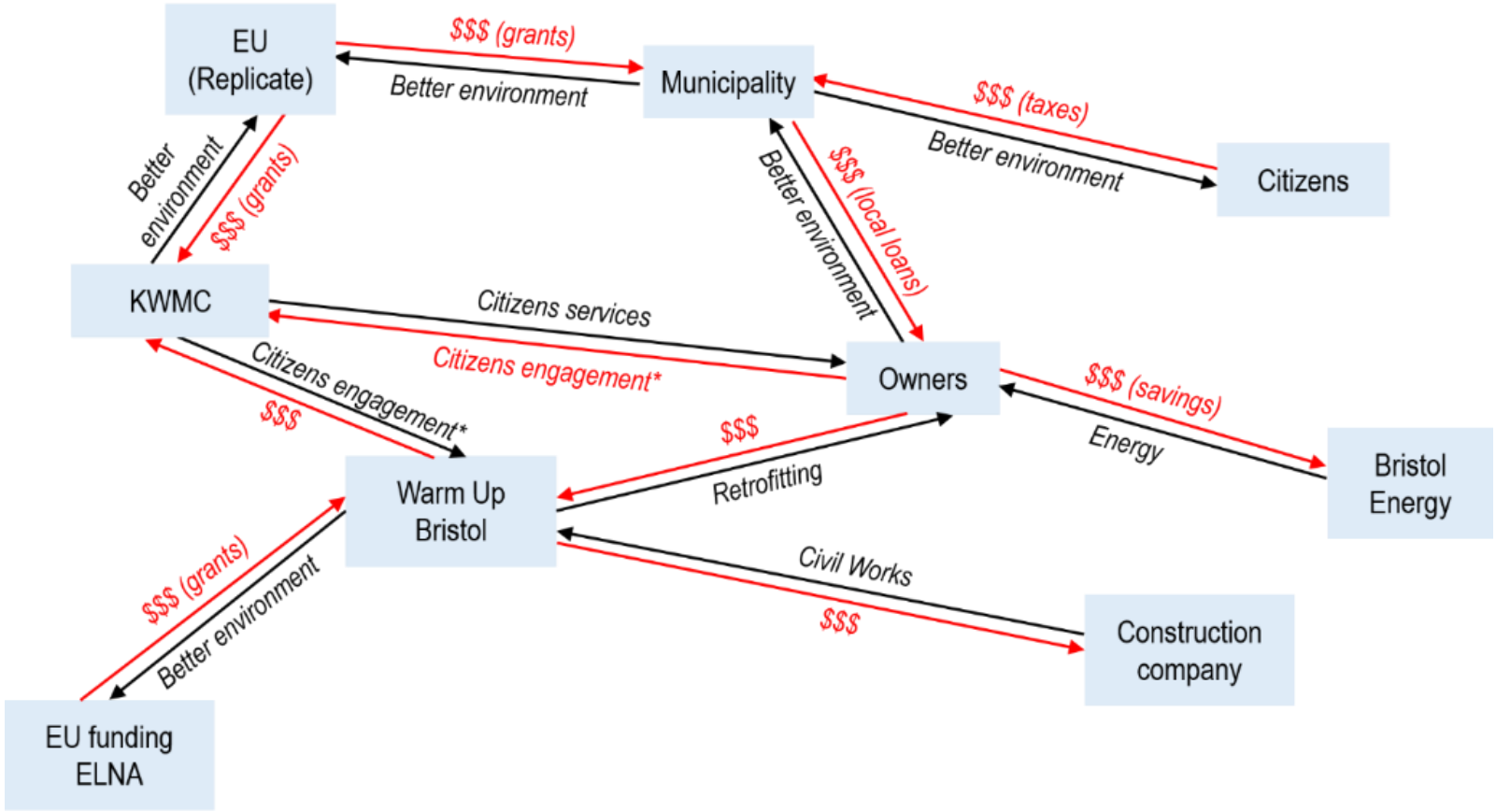
Value Creation Ecosystem



Final User (Citizen): FU
Stakeholders: SH
Value Proposition: VP



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City Model Canvas

<table>
<tr><td colspan="5">Mission statement What is the ultimate goal that the city seeks to achieve?</td></tr>
<tr><td rowspan="2">Key Partnerships
Who can help the city deliver the value to the beneficiaries? Who can contribute key resources?</td><td>Key activities
What must the city council do to create and deliver the proposed value?</td><td rowspan="2">Value Proposition

What specific problems does the proposed service solve or alleviate?</td><td>Buy-in & support
Whose buy-in is needed in order to deploy the service (legal, policy, procurement, etc.)?</td><td rowspan="2">Beneficiaries
Who will directly benefit from the proposed services?</td></tr>
<tr><td>Key infrastructure and resources
What key resources does the city council have to create and deliver the value?</td><td>Deployment
How will the city deliver value to the citizens? How will citizens be able to access the new service?</td></tr>
<tr><td colspan="2">Budget cost structure
What is the cost structure for the city of the proposed services?</td><td colspan="3">Revenue streams
What sources of revenue for the city do the proposed services provide? What other sources of revenue does the city have?</td></tr>
<tr><td colspan="2">Environmental costs
What negative environmental impacts can the proposed services cause?</td><td colspan="3">Environmental benefits
What environmental benefits will the proposed services deliver?</td></tr>
<tr><td colspan="2">Social risks
What are some of the potential social risks that the proposed service entails? Who is most vulnerable as a result?</td><td colspan="3">Social benefits
What social benefits will the proposed services bring about?</td></tr>
</table>

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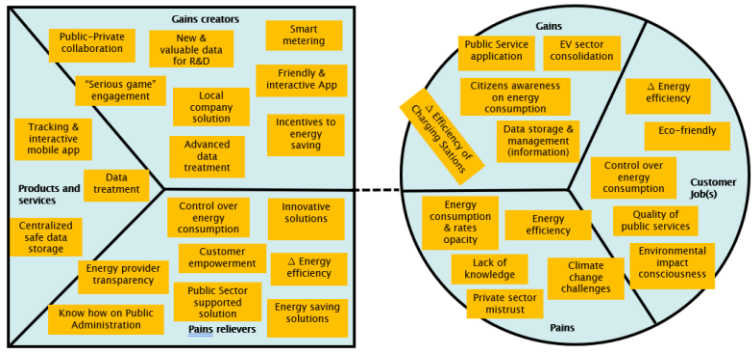
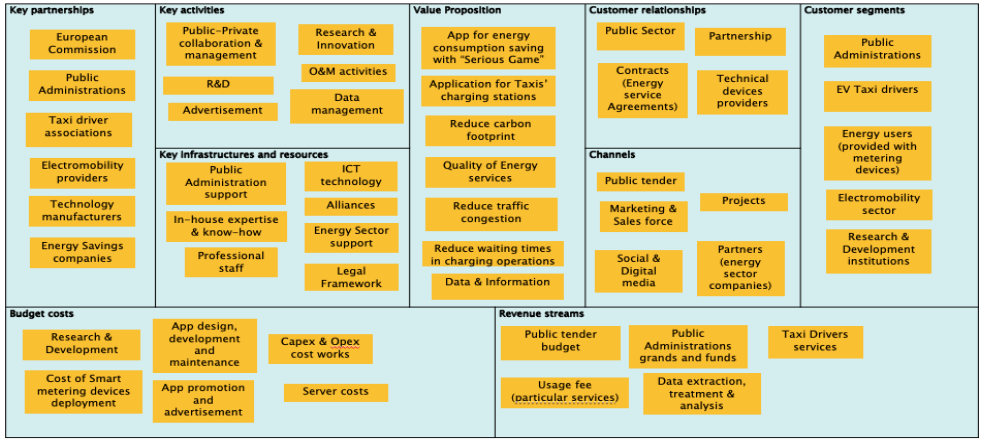
Organizations' analysis





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silfispa

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20 interventions
3 sectors

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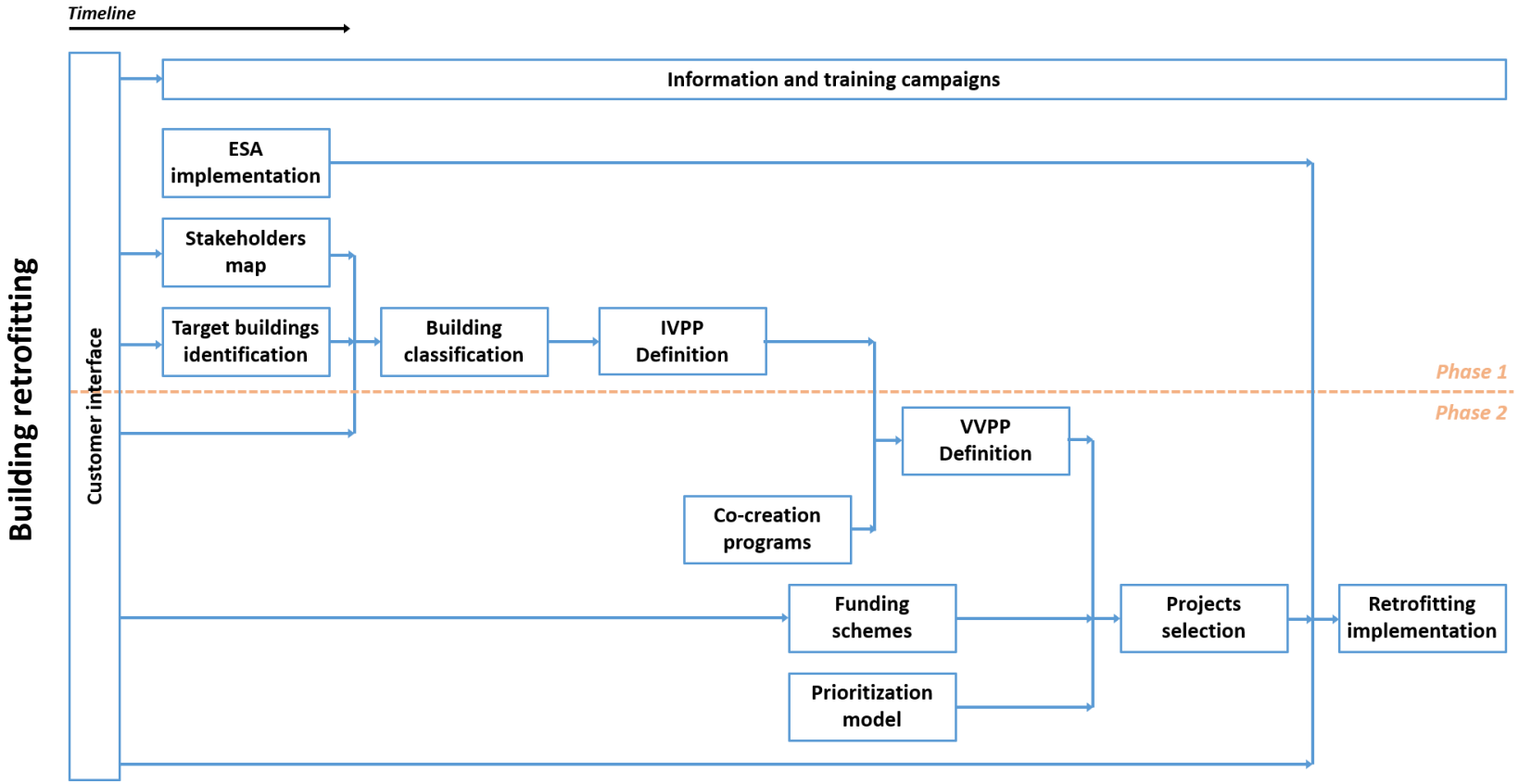
Scale-up strategies



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