

## Table discussions - Public Sector view

**Challenge (within control of project partners)**

**Solution**

**Action - specific**

### City/region - cluster relations

Knowing the specific need within the companies - how to know when you make a difference for the companies – what are the results?	Closer interaction with clusters	
You tend to pick what (the companies) you already know	Closer interaction with clusters + cluster relations between different clusters. BSR innovation express – a possibility to easy collaborate with other clusters	
How to find companies for innovation procurement abroad	EEN collaboration with clusters	
Procurement – clusters get used to public funding, limited results. Trying to pressure for results through finance/funding via goals/aims/monitoring Getting the regions/city visions into the strategies of the clusters...		
Clear structure (entry point) for the industry/companies to “enter” the city with innovative ideas. The entry for reaching out the needs/challenges of a city that may be addressed by innovations.	appoint City Innovation Entry Points - it can be persons or maybe web-based link like: <a href="https://www.investingothenburg.se/doing-business/find-testbeds">https://www.investingothenburg.se/doing-business/find-testbeds</a>	*Recommendation / tool? *other concrete actions by individual partners?
low degree of city involvement in innovation processes/project	*One point entry /City Innovation Entry Point *more knowledge	
Too many entries to cities/region for companies/clusters	One point entry /City Innovation Entry Point Or ???	

### City/region role - vision and relations

Public sector could be “door openers” – but clusters do not use it as much as they could		* Recommendation / tool?
Important to make clusters – if funded by the public sector – clear on aims, goals, etc. regarding innovation and internationalization	Specific recommendations, requirements or alike in "grants"	

Make the different sectors work together – help open actors up so they can mutually benefit from their different competencies. Combine actors.		European Regional Development Fund
Public sector pushes clusters through funding and specialization in specific sectors via their regional/city strategies	Specific recommendations, requirements or alike in "grants"	
Lack of proper connections and internal communications between different departments	organize internal conferences to improve internal communication	Each city/region partner is to arrange.....???
Cities does not see themselves as promoters of innovation...pulling/pushing innovation...	Stories Seminar/conference	Stories to newsletter
Unsure about their role in pushing/promoting innovation. As challenge owners.	A method in the toolbox for helping cities/regions to identify and express challenges	Workshop for cities/region spring 2018 (or latest in June)
	Gather the cities in a workshop on how to scale-up and learn from each other – incl how to use various financial instruments in the EU-law-jungle	same workshop as above...

## Innovation procurement - public sector role as driver for innovation

How can we as public bodies/cities be drivers for innovation? We are limited by only looking at the (technical) solutions – the quick fix, and not working with the challenge where we know the solutions. We ought to ask the questions like: “We need a sustainable public transport – who can deliver what?” and not “we need electrified or biogas public transport”	A method in the toolbox for helping cities/regions to express challenges as business opportunities Tool 1: How to express challenge (by asking the question: where do we want to be in xx years?)  Good example/story to newsletter	
Innovation procurement – and how to meet a buyer and go into dialogue	Tool 2:	
Innovation procurement - time and ressource lack, competence lack. How to ask the right question and not just ask for the solution we know	Tool 1: How to express challenge	
Lack of knowledge on innovation procurement	seminars or training courses at universities in our regions?	
Legal experts should look deeper into legal procurement rules – possibility that we can act as cities and regions.	Legal overview - what we can and cannot do. Toolbox tool. Lobby lunch	

When regions give money for companies who develop innovative ideas: how could one make sure that “foreign companies” can also be paid for their developing period (pre-procurement)		European Regional Development Fund
Keeping right companies stay in the Living Lab is a challenge. Time-perspective challenge.	Organize participatory conferences with all stakeholders, try to carry out projects which benefit all stakeholders. Highlight the good examples	
People working at municipalities who are responsible for identifying challenges and procurement are generalists and lack enough technical knowledge to address the challenges in a holistic way	To merge city planners with expertise of environment technology	*cross-sector workshops? *

## Awareness political level

Make politicians aware of what is going on	Communication	Debate kit /awareness debate. Toolbox
Mindset and time – make the political level understand that companies that are not part of the region can participate/ contribute in a positive way to our local economy – and help local companies grow and get new orders	If there are living labs – how about “political – labs” for decision makers/policy makers. Policy Labs.	Debate kit (questions) used in a "political lab".  Host political/decision-maker lab (seminar/meeting) at TWD in Scotland and Oslo
More communication with politicians	Feed them stories <u>Local meetings, the easy contact</u>	
Politicians – lack of knowledge, professionalism, commitment (solution – a few selected “international” politicians)	Policy/political training – to implement themes innovation and internationalization	Lobby lunches
openness to invite companies from other regions into "own backyard"	*Awareness raising through good stories that created jobs/growth  *Political board discussion	Newsletter stories  and .....
Transnational city/region cooperation - the concrete cooperation and specific issues and not just "formal friendship cities"	tell the good examples	Stories to newsletter + xxxx

Short term funding opportunities vs demand from politicians on development – working with “whats work” might sometimes be enough (Leon)		
Transnational cooperation should benefit all regions in the collaboration – demand from politicians that support from the region that fund the collaboration should gain from it. (Leon)		
Gaining information about activities and goals of other cities	Sustainable Energy Plans (existing); Invite people from the municipalities to explain what they have already achieved	