Innovation Partnership
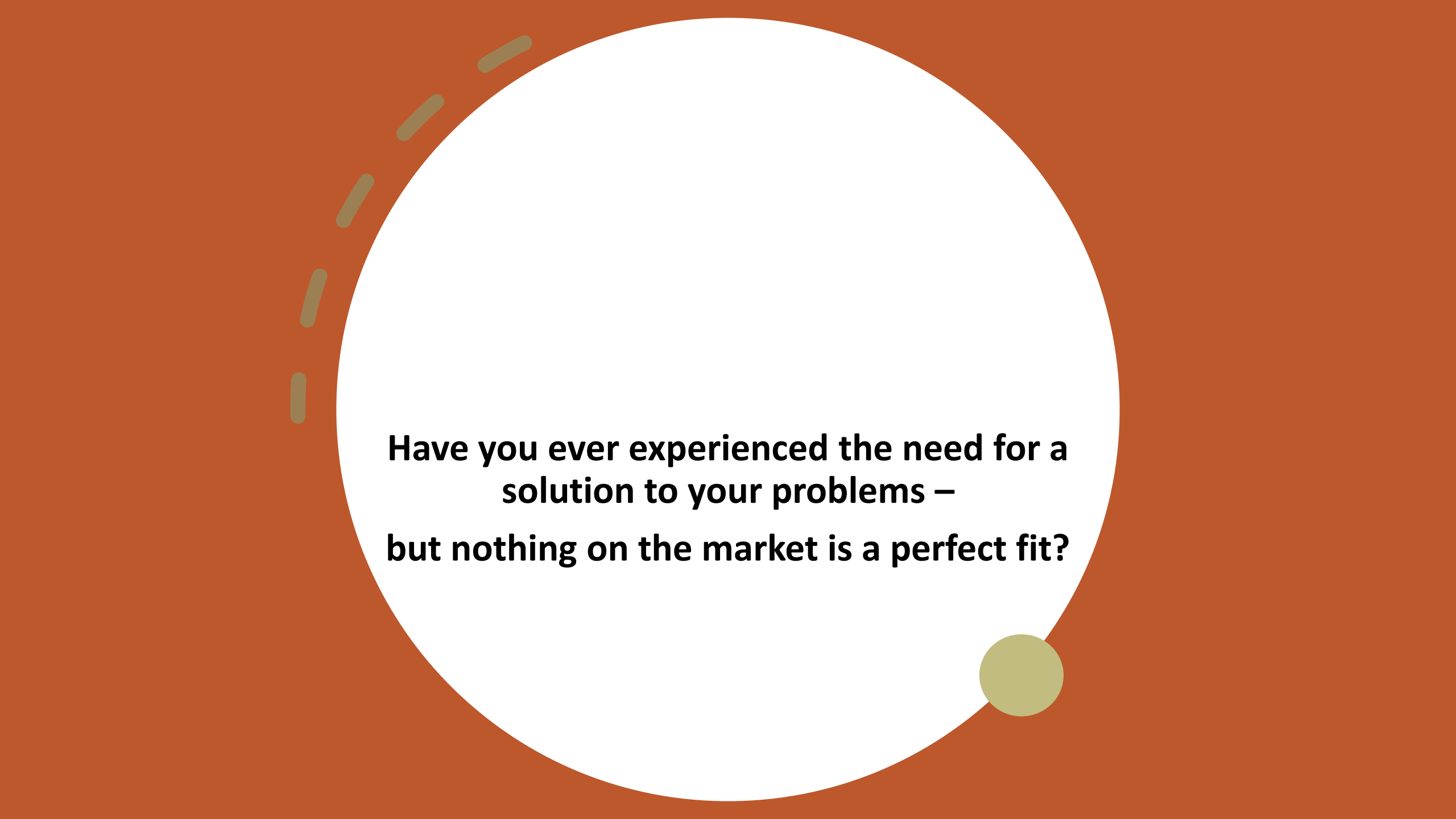
Experiences from a project

Financed by:

In collaboration with:

Linnéuniversitetet
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ENERGIEFFEKTIVA BYGGNADER I SYDOST

Have you ever experienced the need for a solution to your problems –

but nothing on the market is a perfect fit?

What hurts?

Need based

Winter maintenance is costly and requires extensive planning.

Garbage cans in apartment buildings are emptied half full.

80% of the buildings in 2050 already exist today, how do we optimize energy?

This must be possible to solve smarter!

Compliance & Challenges

Work outside the box vs maximize within the limits of the box

Procure partnership
to jointly develop the
solution

Procure market ready
product/service

Develop solution
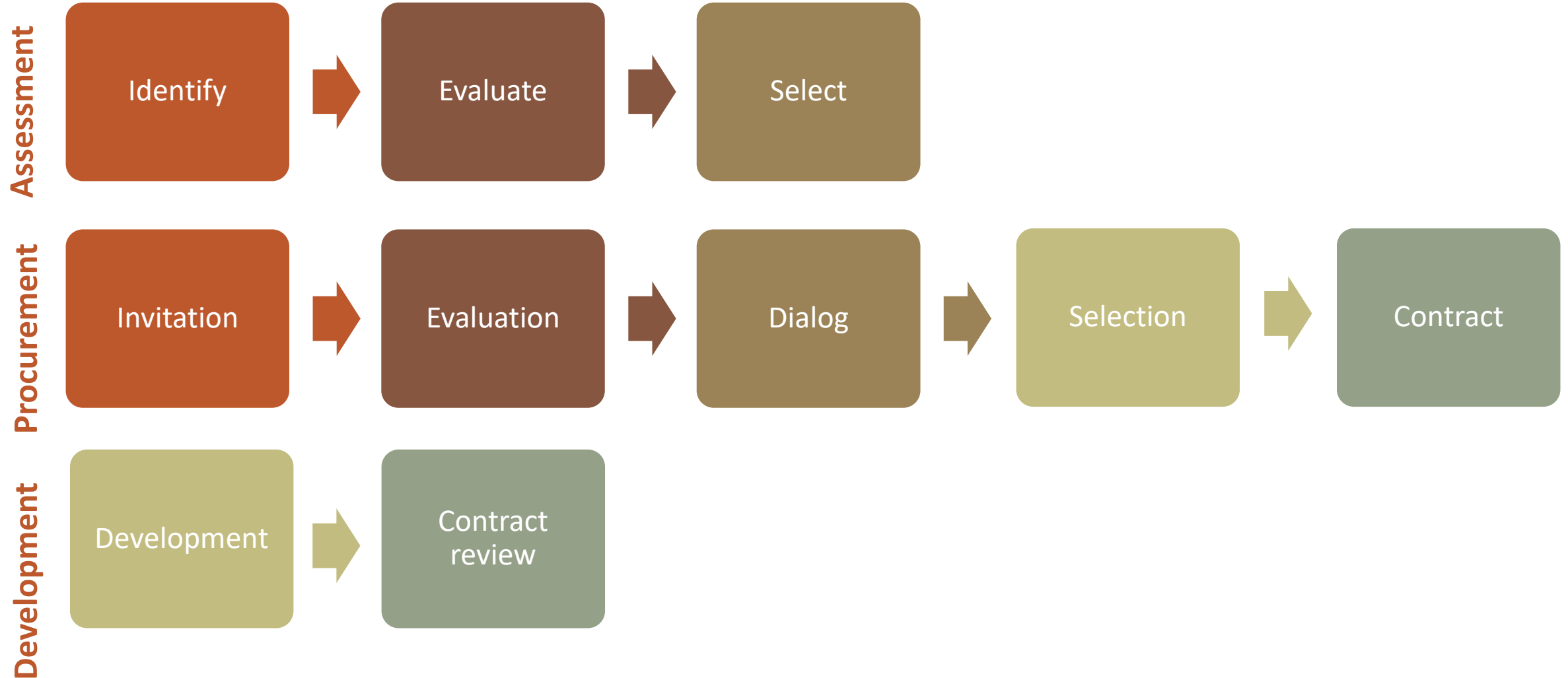on our own

Municipality

Solution to a problem
Tested in own environment
Efficiency improvement
New future possibilities

Entrepreneur

Test bed
Access to domain expertise
First customer reference
Secured commercialization

Procuring for Innovation
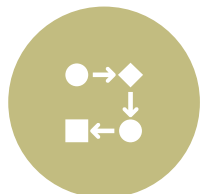
What we learned

Secure enough time for the procurement process

You're procuring a partnership – not a product

Focus on needs and effect – not requirements

Limit the scope during the process – but make sure that you're innovative!

Don't forget to include future maintenance and final contracting already in initial agreement

The *result* will be a ready solution

Advice for the Public Management

1. Secure the **innovation height**
2. Bring in the **right resources**
3. Innovation is **not linear**
4. **Top management** sponsorship **–** prioritizing and allocation of proper resources

Advice for the Project organization

1. Identify the **best channels** to reach your future partners

2. **Dedicated Need-owner** – allocation, commitment and mindset

3. **Mind the gap –** activate Change Management form the start

Advice for the collaboration

Trust between Need-owner and innovator is essential in a partnership

Keep an eye on what is feasible within the **timeframe**

How **innovation ready** are you, and how **mature** is the innovators organization?

Words from the Need-owners

"The result was more than measurable numbers…"

Andréa Swedenborg

Project Manager & Business Developer

Innovation | Digitalization| Management | Sustainability

Andréa Swedenborg | LinkedIn

More about the project: Diaccess - Växjö kommun (vaxjo.se)