



Public Procurement
Promoting Innovation

Towards an even smarter city: IoT-solutions and services based on LoRaWAN

This is a translation – for the original challenge description, contacts and submission go to: <https://www.ioeb-innovationsplattform.at/challenges/detail/rund-um-die-smarte-city-iot-loesungen-und-services-auf-basis-von-lorawan/>



An initiative of

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Digital and
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 Federal Ministry
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Climate Action, Environment,
Energy, Mobility,
Innovation and Technology

In cooperation with


BUNDESBESCHAFFUNG

Challenge Sponsor

Innsbrucker Kommunalbetriebe (IKB AG) and Smart City Innsbruck in Tyrol (Austria)



Background / Point of departure

A reliable, intelligent and connected infrastructure is the basis of a modern municipality on its way to becoming a smart city. IoT is therefore also one of the cornerstones in the corporate strategy of Innsbrucker Kommunalbetriebe AG (IKB AG).

IKB AG has already launched pilot projects in the region of Tyrol in recent years - some of them in cooperation with the administration of the city of Innsbruck. Some examples are: smart metering (water meter), environmental data monitoring and GPS tracking.

In addition, IKB AG has set up a LoRaWAN network and installed antennas. The gateways (over 30 pcs.) span the greater Innsbruck area. A first starting point for the Internet of Things (IoT) has thus been laid.

Now, a new business field shall be built up from these and other projects. IKB AG would like to offer IoT-services based on its own LoRaWAN network. The goal is to act as an infrastructure provider and data supplier for IoT-applications, particularly in the urban and regional context. IKB AG's aim is to develop relevant and appropriate IoT-services for its customers, **together with cooperating companies**. Another undertaking is to optimize own processes.

Important to know: IKB AG is a company with a focus on sustainability. It is known in the region for providing citizens and companies with reliable services of general interest.

Main Question

Which IoT-services based on LoRaWAN should complement the portfolio of Innsbrucker Kommunalbetriebe AG? Which alliance between IKB AG and partnering IoT-companies has the potential to create great benefit for regular and future customers?

Desired situation

The aim of this challenge and the innovation dialog is to get to know companies that IKB AG could collaborate with: from IoT-application providers to IoT-system integrators to IoT-consultants. In particular, it is important for IKB AG to **identify and address innovative joint IoT opportunities** (use cases, services etc.) with potential partners that could be of interest for IKB AG itself, the company's customers and the region.

What would IKB AG bring in to a partnership? A comprehensive customer base, professional and efficient sales, an already well-developed LoRaWAN network, a functioning team of technicians, the trust of the region, etc.

How could a cooperation look like? IKB AG is open to different forms of cooperation (e.g. subcontract/supplier, consulting and development contract, profit sharing, etc.). **Early exchange on possible forms of cooperation is a second objective of the challenge** and part of the talks of the final innovation dialog.

Details for your submission (Call for proposals)

The online submission consists of:

Description: Submit your company profile. Outline 1-2 IoT use cases based on LoRaWAN for which you would like to recommend yourself to IKB AG in particular as an implementation partner. Feel free to include concrete reference examples. Consider the evaluation criteria.

Summary of the most important points (added value): Summarize the benefits for IKB AG, its customers and your company.

Confidential info for the jury (Optional): in this text box you can enter information that you would like to share exclusively with the challenge moderator and challenge sponsor. Alternatively, email a pdf to the challenge moderator.

Additionally, you will need a **cover image**. This will be your visual signboard when reviewing submissions to this Challenge. Optionally, you can also attach a file. This file should complement the text of the form fields but not replace or repeat them! Use the file attachment e.g. for graphics.

Important note: In the context of your online submission, please show in total a short presentation (max. 10 presentation slides or 4-5 Din A4 pages) which innovative IoT uses cases (at least 1-2) you have and/or pursue. It is not necessary to elaborate detailed descriptions and exact technical details. Attention: Please do not forget to include your company profile.

Benefits of the Challenge and further course of the project

This challenge provides the IKB AG with an overview of opportunities and potential partners. The jury of IKB AG's experts and the "Smart City" office of the Municipality of Innsbruck then invites those companies, whose contributions stand out particularly positively, to separate meetings (innovation dialog). This will be an opportunity get to know each other and deepen mutual understanding.

Your participation in the Challenge puts you on IKB's radar. You can place your relevant IoT portfolio. If you are among the winners and are invited to the final innovation dialog, you will have the opportunity to exchange directly with those responsible at IKB. Be an optimist: **Please keep June 17, 2021 free for the innovation dialog.** The invitation and exact schedule can only be submitted after the jury selection.

By the way: The public part of your submission will remain visible even after the Challenge is over. It is a business card for further interested parties.

Depending on the results, it could continue like this after the Challenge and the innovation dialogue:

Depending on the practicability of proposed opportunities, the entrepreneurial profiles and the complexity of implementation the sponsoring organisations of this market research will decide on a project design. Possible steps are e.g. workshops, consulting assignments, test positions or pilot projects.

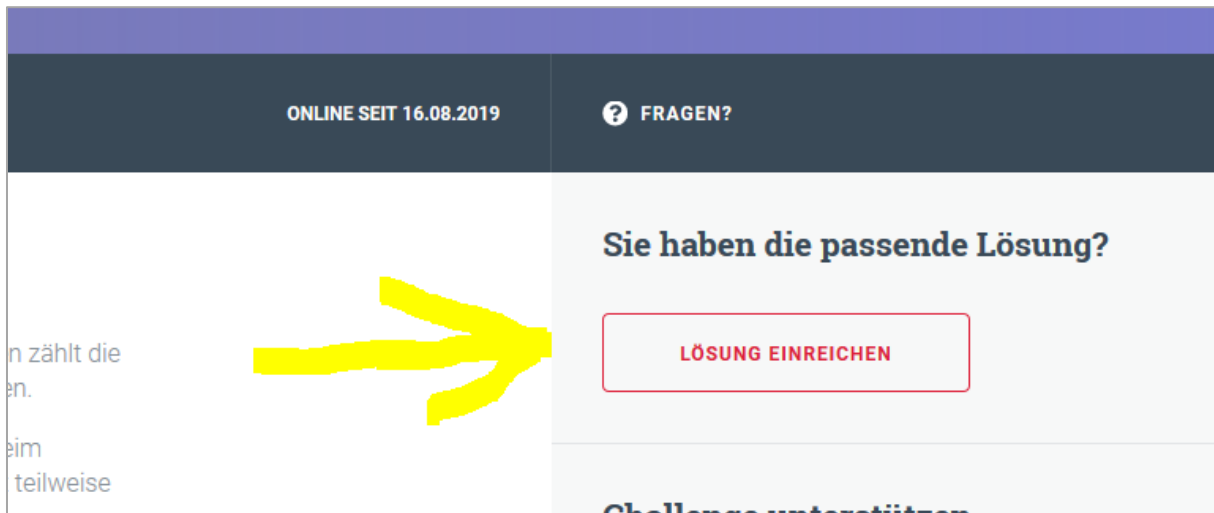
Please be aware, that a challenge is market research / market engagement prior to a possible procurement or formal and final decision taking. Separate formal procedures will be necessary afterwards. Companies that did not participate in the Challenge could also be considered. However, IKB AG would specifically approach promising participants from the present IÖB-Challenge. Your contribution could initiate a cooperation.

Your Questions

Contact the moderator or [post your question about the Challenge](#). Our moderators will check and research and then publish your question alongside the answer. This way, all potential participants are certain to have access to the latest information.

How to submit a solution/idea

Go to the challenge page. Click on the button "Lösung einreichen" on the top right side of the page.



- **Beschreibung**
Post a meaningful description (make references to the description of the challenge and evaluation criteria on the right side of the challenge page)
- **Mehrwert**
Highlight the benefits of your solution.
- **Titelbild**
Upload a picture to be displayed on the landing page of the challenge.
- **Kooperationspartner**
If you are handing in a joint contribution with other companies, this is where you make sure they are represented with logos and names.
- **Dateien & Infos**
If necessary in addition to the descriptions above: add pdf-files (e.g. existing product brochures). But: Keep your contribution manageable for the jury.
- **Vertrauliche Infos**
If necessary, place a confidential information for the jury, the sponsor and moderator (e.g. indication of approximate price range). All other parts of the contribution will be public.

Please be aware of the fact, that a challenge is market research / market engagement prior to a possible procurement. The challenge will not decide upon a contract award nor will it lead to any unfair advantage in a tender. Please balance your time and effort.

Contact Information

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