

Using Procurement to Bring in Innovation and Create New Organizational Value: Making way for a simpler, more flexible and smarter system

Rikesh Shah

*Head of Innovation Procurement Empowerment Centre (IPEC)
Connected Places Catapult*

in DigiGov Expo

 **DIGIGOVEXPO**

INNOVATION PROCUREMENT EMPOWERMENT CENTRE (IPEC)

Rikesh Shah

CONNECTED PLACES CATAPULT

Connected Places Catapult is the UK's innovation accelerator for cities, transport, and places.

We provide impartial 'innovation as a service' for public bodies, businesses, and infrastructure providers to catalyse step-change improvements in the way people live, work and travel.



SOME NUMBERS

£380Bn

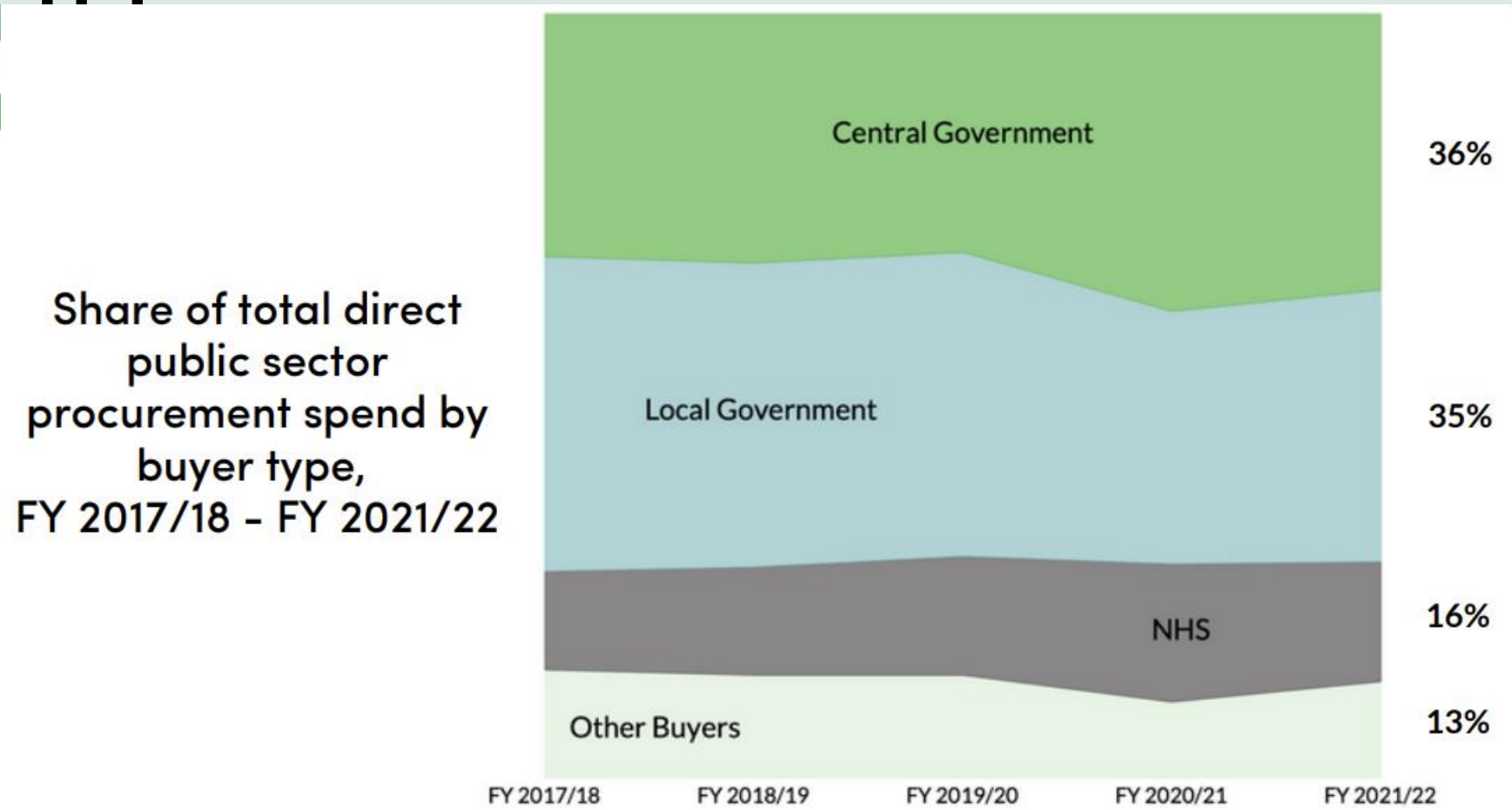
£70Bn

20%

5%



HIGH LEVEL SPEND PROFILE

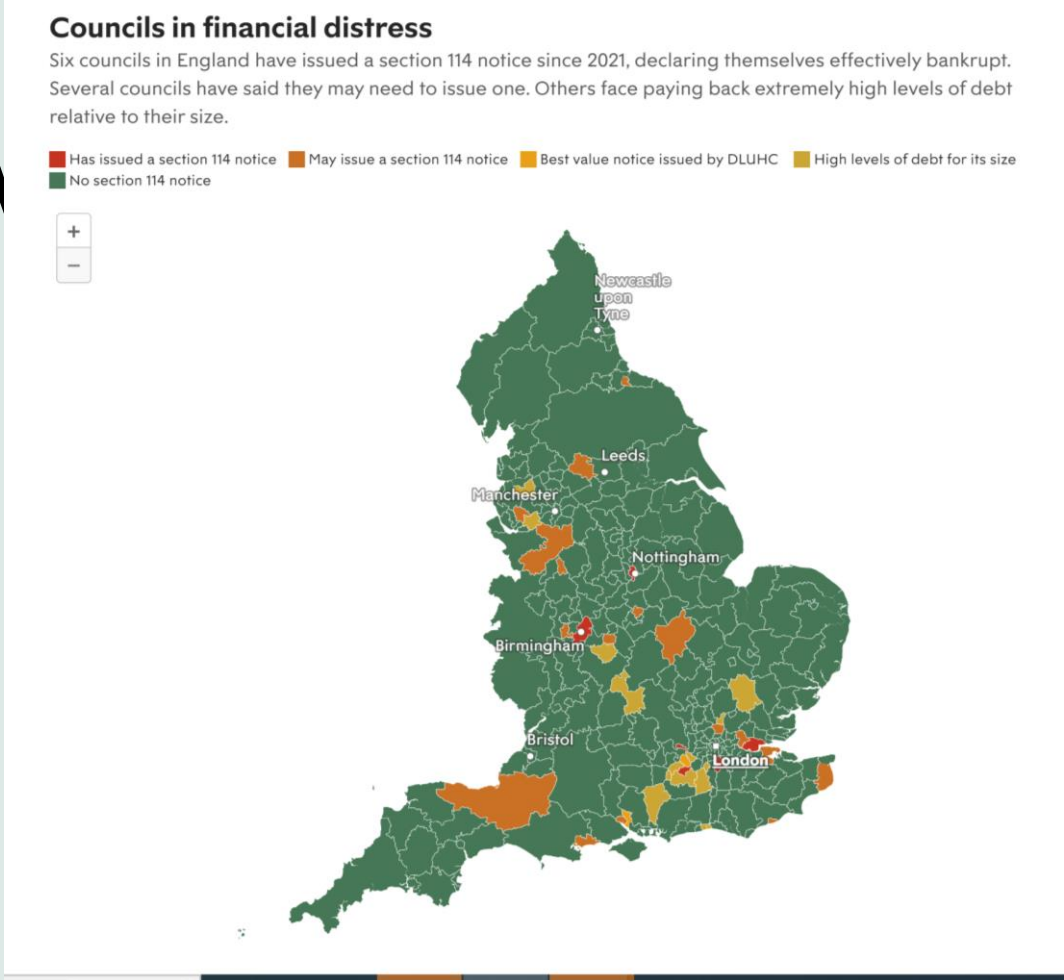


THE NEED TO CREATE MORE VALUE HAS NEVER BEEN AS HIGH AS NOW

UK politics [+ Add to myFT](#)

Nearly one in five English councils at risk of bankruptcy, says LGA

Local government leaders say services face steep cuts after lack of funding in the Autumn Statement



INNOVATION SHOULD LINK TO BETTER END USER OUTCOMES

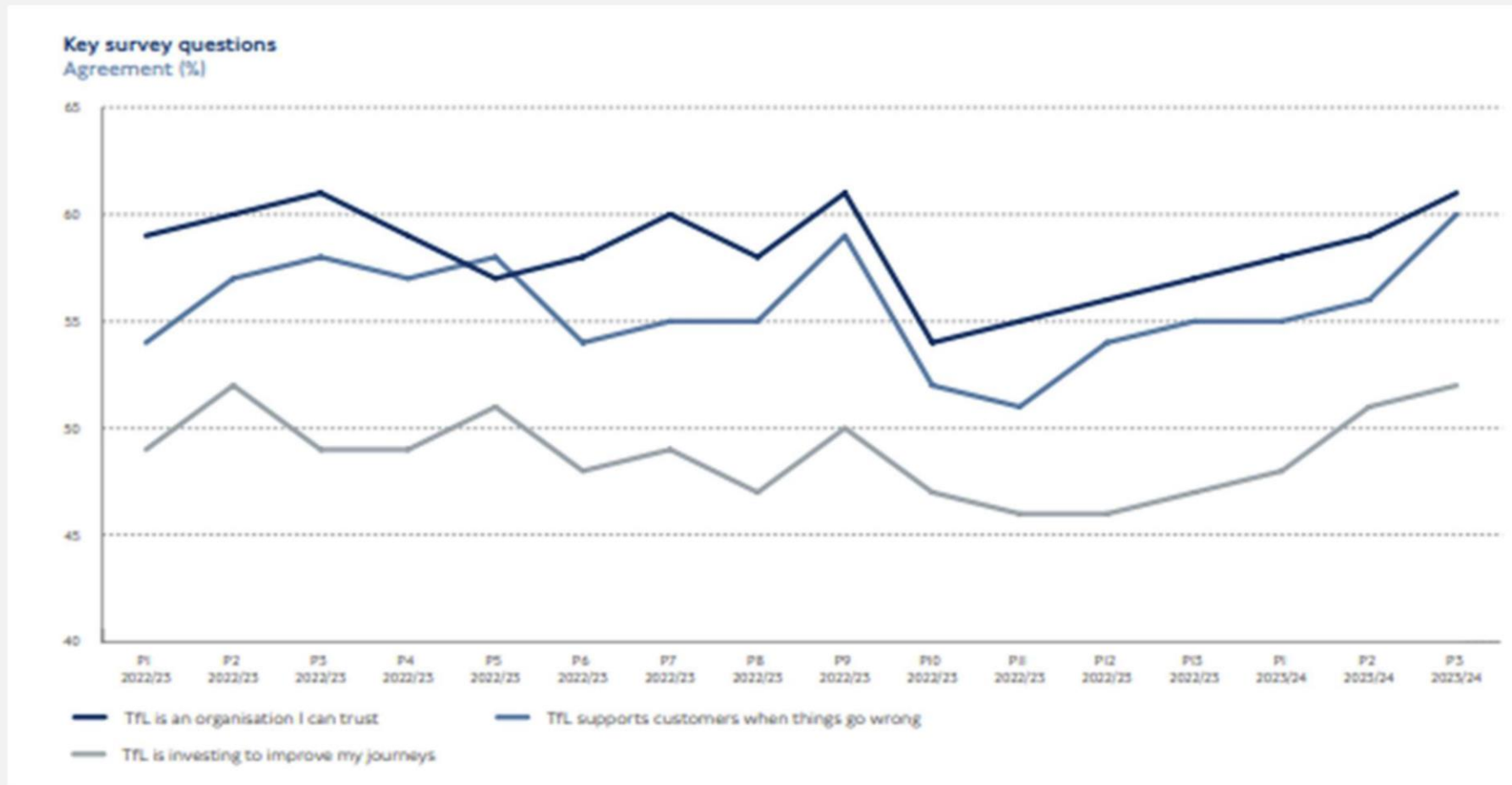


What
Customers
want?

BUILDING CUSTOMER TRUST

Source:TfL

Build trust



LOWER BARRIERS TO ENTRY – EMERGING TECHNOLOGIES

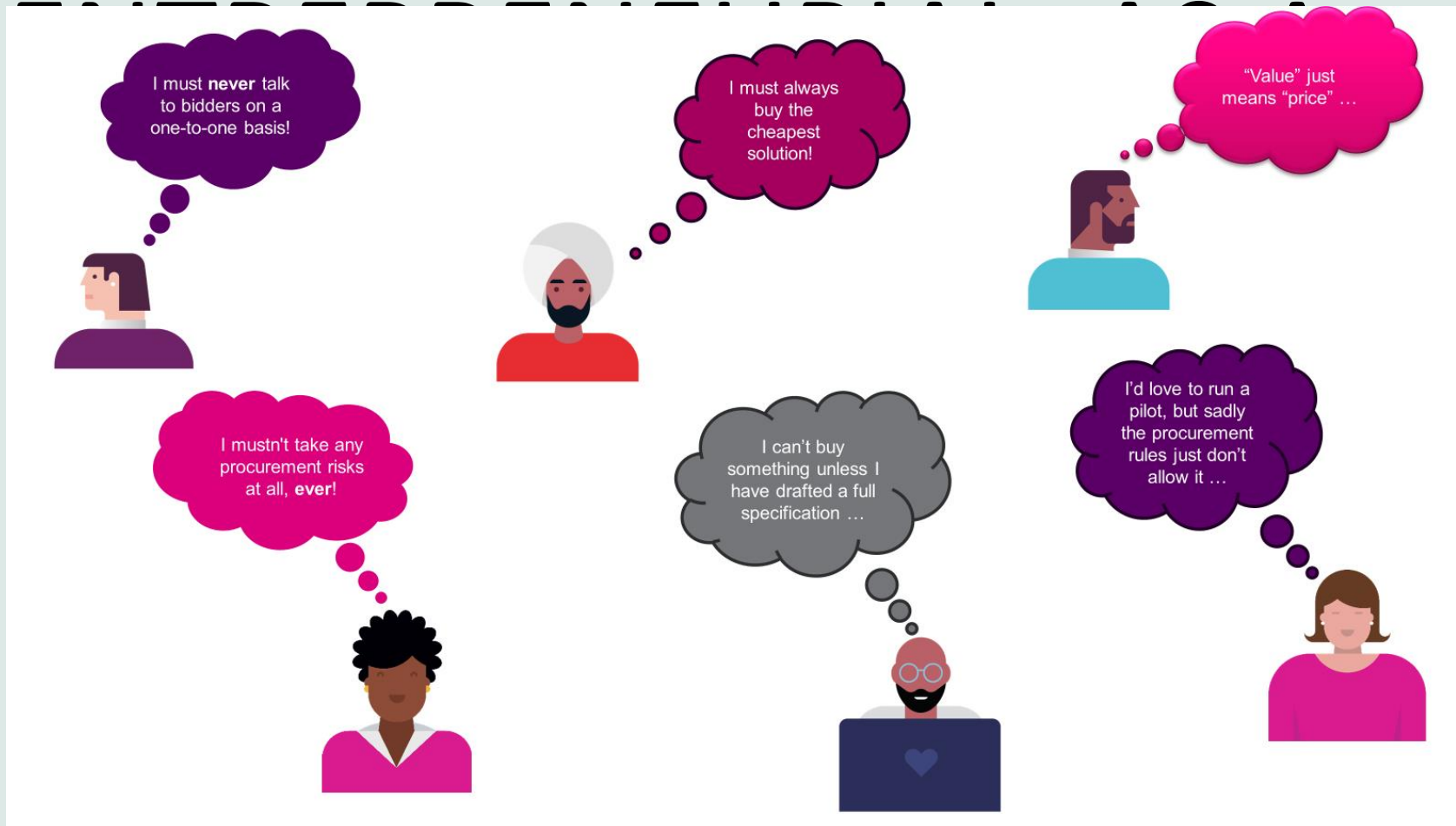


NEW HYPOTHESIS TO CHALLENGE THE STATUS QUO

New innovators challenging traditional thinking



THIS MEANS THE PUBLIC SECTOR NEEDS TO BE MORE



- Pre-market engagement
- Intelligent client
- Future proof
- Curious
- New ways of delivering
- Different suppliers
- Experimenting

IS NEW TECHNOLOGY DISRUPTIVE OR



Applying emerging technologies from external innovators to achieve:

cheaper, better and quicker city outcomes



CHALLENGES – TURN THEM INTO OPPORTUNITIES

Culture

“I know best”, NIH, Risk Averse

Clear problem statements

Clarity of objectives, commitment/authority to act, budget

Shop window

Connecting with a wider eco-system, scouting for solutions

R&D options

Routes to commercialisation as well as to innovators

Procurement

Responsiveness, working outside of the usual suspects

Timescales

Political imperatives vs time to develop, test and scale

Access to expertise

Technical expertise, commercial and operational expertise

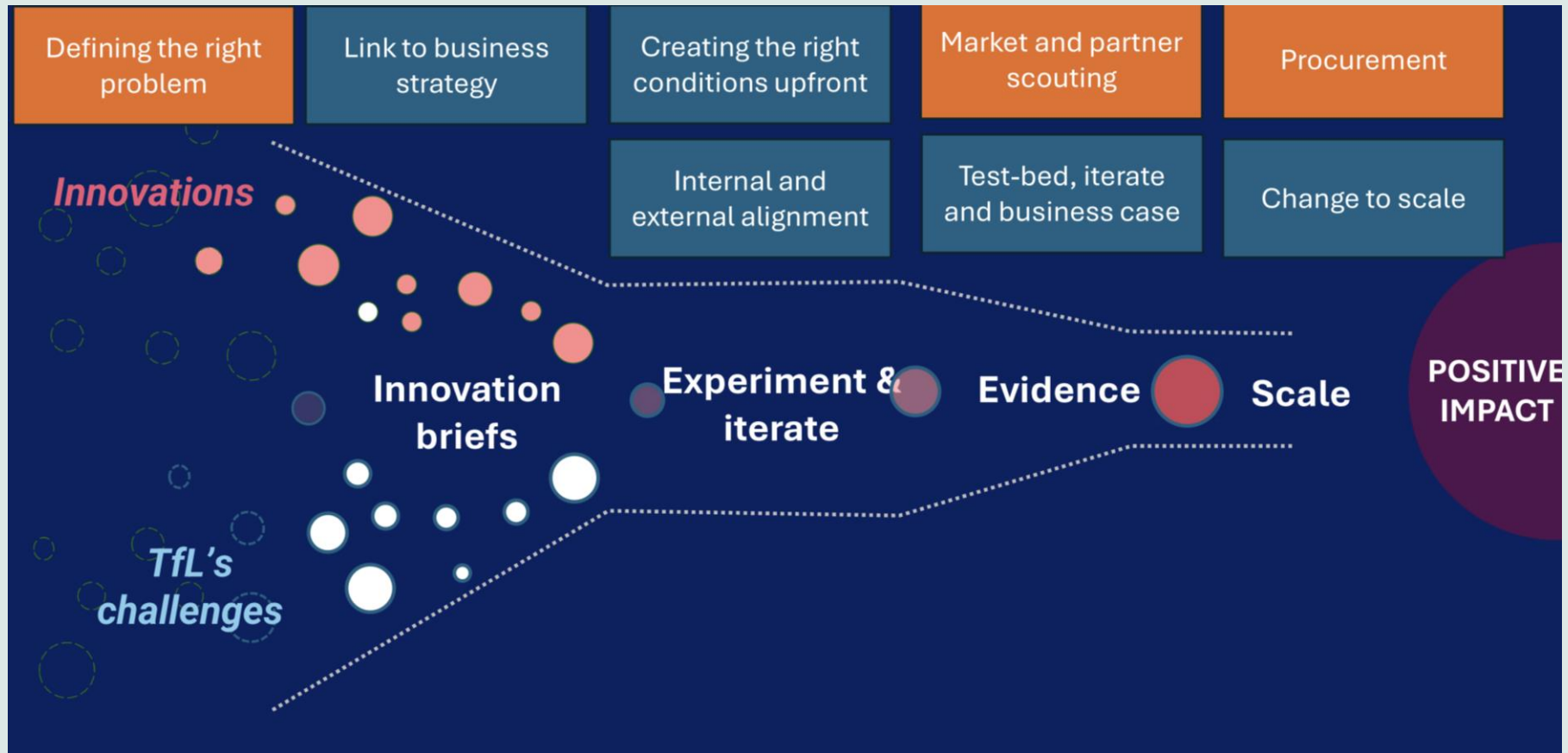
100% perfection

The perfect being the enemy of the good

Governance

Management system with clear and robust metrics

THE FUNNEL



CASE STUDIES

LONDON ROADLAB

London RoadLab invited innovators to transform London's roads making them safer, smarter and more inclusive during restrictions.

Programme Partners

Cadent
UK Power Networks
SGN
Virgin Energy

Programme Innovators

grid
Imnense
oxford

go:jauntly

Sadiq Khan
Mayor of London

Assessing the value of Mercedes's data against our existing road risk model

Mercedes's model correlated with ours in many instances there were key locations where our model was displaying low risk and Mercedes were able to detect risk.

In this example, our model had defined this as a low risk location for cyclists because there is a cycle lane. However Mercedes data detected the high risk generated by vehicles entering a cycle lane to turn left. This knowledge alone can be used to make improvements to our own risk modelling

LONDON FREIGHTLAB

HUMANISING AUTONOMY

appyway

boldyn
NETWORKS

Careers News Contact Us United Kingdom and Ireland

SOLUTIONS WHO WE WORK WITH RESOURCES ABOUT US

NEWS

Sunderland City Council and BAI announce new partnership to create the UK's most advanced smart city

Opportunities 23 Jan 2024

Exciting opportunity for innovators and digital tech businesses to land innovation work in Dorset

techUK is delighted to present the following opportunity to work with Dorset Council UK.

Innovators and digital tech businesses are urged to throw their hat into the ring for future innovation work in Dorset.



IPEC DELIVERY PROGRAMME - OVERVIEW

Cohort

IPEC Research

Upskilling

Tools

Impact

Community

Knowledge sharing

Advocacy

Partnerships

Scale



IPEC DELIVERY PROGRAMME - OVERVIEW

Cohort





IPEC DELIVERY PROGRAMME - OVERVIEW

IPEC Research



UNIVERSITY OF
BIRMINGHAM



The University of Manchester



IPEC DELIVERY PROGRAMME - OVERVIEW

Tools



CATAPULT
Connected Places

Preliminary Market Engagement Playbook

How to utilise Preliminary Market Engagement to effectively drive innovation through the procurement process



IPEC DELIVERY PROGRAMME – OTHER AREAS





HOW DOES THE ACT SUPPORT INNOVATION?

Pipeline
management

Access to
SMEs

Central Digital
Platform

Pre-market
engagement

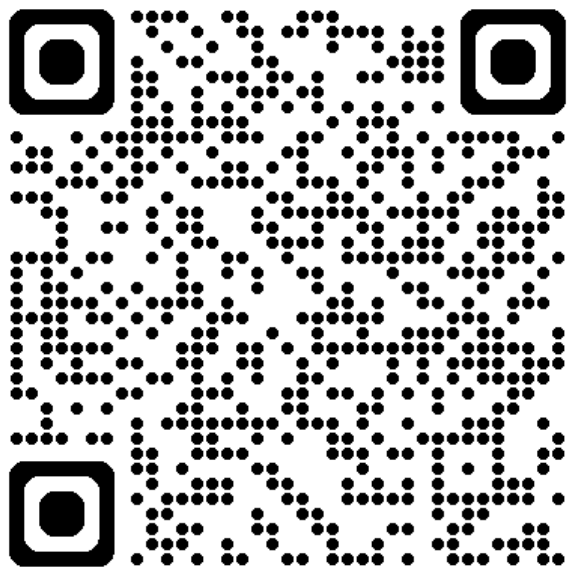
Competitive
flexible
procedure

MEAT TO MAT



HOW YOU CAN HELP? ALL OF US CAN SHIFT THE

PARADIGM



Share case studies – innovation through procurement must be normalised

CORE TEAM



Rikesh Shah
Head of IPEC



Malcolm Harbour
Associate Director



Ben Hawes
Associate Director



Kayleigh Hadjimina
Senior Marketing & Communications Manager



Olga Kuzmich
IPEC Community Manager



Andy Boyd
Senior Project Manager



James Cushing
Technical Programme
Manager



Nick Talbot
Service Design Lead



Trusha Oza
Service Designer



Nick Woodward
Academic Engagement
Manager



Bin Guan
Urbanist



Zain Bari
Social Economist





ADVISORY BOARD



Sam Markey
Place Leadership
Ecosystem Director



Rikesh Shah
Head of IPEC



Ian Brotherston
Head of Government
Levers, Innovate UK



Karen Woolley
Development Manager, Federation of Small
Businesses (FSB) for Staffordshire and the West
Midlands



Tina Holland
Programme Manager, Local
Government Association



Rebecca Rees
Head of Public
Procurement, Partner,
Trowers & Hamlins



Rebecca Riley
Principal Investigator, Local
Policy Innovation Partnership
Strategic Coordination Hub
(LPIPHub)



Lindsay Maguire
Deputy Director for
Procurement Reform
Implementation, Cabinet
Office



Robin Polding
Policy Lead for Innovation
Commercialisation & Adoption,
DSTI





THANK YOU

