

## Would you like to test your solution with Smart Dublin?



Since our launch, we have received numerous proposals from companies that would like to work with Smart Dublin. To help facilitate them and give everyone the same opportunity we have developed a simple engagement process.

To start with, we would need you to email us some information to evaluate if your solution is something that can be of interest for our partners. Please, don't email a sales pitch or try to set up a meeting to do one. They simply are not useful to us.

Here is what we need:

- **Name of company and contact details**
- **What area/s are you interested in collaborating?**
- **What will the benefits be to the Smart Dublin partner local authorities?** e.g. will your product solve a problem, increase efficiency, enhance a current service?
- **What would be expected of the local authorities in terms of staff engagement and other resources?**
- **What you would be contributing?**
- **The nature of the collaboration** (e.g. trialling, piloting, research and development) **and how it would be implemented** (e.g. a description/timeline of your product trial)

If you have examples from previous trials or implementations, please include them.

Please, take some time to go through our website and understand Smart Dublin. It seems very intuitive but we have received sales pitches from companies that knew little about us or what we are trying to do.

If your main interest is not collaboration but rather you are selling a service/solution let us know. If there is a challenge or tender for the service/solution you are offering, aligned research, or we are hosting a relevant showcase event, then we will contact you with details.

After we receive your information the Smart Dublin team will assess your proposal and call a meeting with you if needed. If the proposal is successful we will present it to the regional

partners for consideration. If they think the proposal is beneficial, they will consult with the relevant internal departments and seek a champion to manage the project. We will aim to get a decision from departments within four weeks.

If the relevant departments are interested in developing collaboration the proposal may be passed on to the legal and other relevant departments. Once everything is agreed, it will progress to a recommendation for collaboration, which will be sent to the local authority CEOs for final sign-off.

All proposals will be logged and their progress tracked by the Smart Dublin team and published in the Smart Dublin website.

Once a quarter, Smart Dublin will host a Meet Smart Dublin event, a session where prospective collaborators can meet staff to share information, ask questions, pitch ideas, etc. These will be advertised through the website and mailing list.