



# LeadingCities

Making Smart Cities Smarter

## LEADING CITIES ECOSYSTEM

# 1. PHILOSOPHY

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Leading Cities is a global non-profit organization that improves the quality of life in cities through the development of “Smart Ecosystems”.

We define this ecosystem as:

**Sustainable** – economically, ecologically and sociologically

**Responsible** – empowering communities and projects that promote equity

**Inclusive** – establishing collaboration between academia, business, public administration, citizens and non-profit sectors (Q-helix)

*“Our comprehensive approach combines theoretical thinking, applied science analysis, identification of disruptive technologies and social patterns, and the acceleration of solutions to generate real results and impact.”*

# 1.1 WORKING METHODOLOGY

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Define the general objectives of the network and execute global activity.



Develop the philosophy and aims of the Network in each local ecosystem by researching, analyzing, identifying and accelerating projects and solutions.



Provide specific tools that empower stakeholders to achieve transformational change with disruptive technologies and policies.

# 1.2 LEADING CITIES' 7 PILLAR ECOSYSTEM

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## 1.3 LOCAL ADVISORY BOARD

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### *Local Leadership Anchoring a Global Network*

**Local Advisory Board Members** serve as ambassadors, representing Leading Cities and working together to:

- Identify new opportunities (projects, research, funding)
- Engage local Smart City startups, partners and leaders
- Connect new municipalities to our Member Network

Meet regularly to be updated on Leading Cities, share new insights and to stay engaged with developing opportunities.

## 2. MEMBER NETWORK

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## 2.1 MEMBER NETWORK DESCRIPTION

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After nearly a decade of working with select cities globally, with a limit of just one city per nation, Leading Cities is now offering our network, expertise and resources to municipalities everywhere.



## 2.2 MEMBER NETWORK PURPOSE

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**Achieve tangible results** that improve the quality of life of residents, workers and visitors in municipalities cities globally.

**Reduce the risk** for cities and city leaders in implementing innovative Smart City solutions.

Leverage our international networks to promote and **recognize bold leadership and success** in cities.





# FOUR MEMBERSHIP LEVELS

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## 1) Free (\$0):

-Access Leading Cities' information exchange through case studies, articles, daily #SmartCities Headlines, and published best practices.

-Join the City as a Platform Manifesto- supporting the use of Open APIs and common standards, which offer a direct path to creating an open, flexible and interoperable city platform model.

## 2) Basic (\$1,000):

-Discount opportunities on Leading Cities events and partner conferences

-Publish articles and case studies through Leading Cities' global distribution

-Free entry into the Twin Cities Matchmaking database- making it possible for cities to share their pressing urban priorities and be connected with cities that may share the same issues or have overcome such challenges.

-Access to Leading Cities certified Smart City solutions

# FOUR MEMBERSHIP LEVELS

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## 3) Gold (\$5,000):

- One-on-one access to global Smart City experts, through the Leading Cities' global network of Smart City experts.

- Smart City Assessment: Discount for the tool that allows a city to quickly assess its strengths and weaknesses in five key dimension areas creating a foundation for transformation over 2 -5 years.

- Free AcceliCITY 'Smart Challenge' (if approved) Sponsorship

- Global recognition and promotion of your city through Leading Cities' international network of media partners.

## 4) Platinum (\$10,000):

- Technological Ethics and Risk Assessment to address unintended negative impacts on the public resulting from new technologies

- Smart City strategy review by different experts in the field. Taking into consideration past experiences from different member cities.

- Space in the Leading Cities Pavilion in the biggest Smart City Expo in the world, happening every year in Barcelona.

- Connection to Smart City Project Managers with the skills to successfully implement Smart City projects.

# 3. LEADING CITIES' ACCELICITY PROGRAM

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## 3.1 ACCEliCITY

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**Lowering the costs  
of innovation.**



AcceliCITY will leverage the Leading Cities network of forward thinkers in the public, private, academic, and non-profit sectors to connect cities across the world with *innovations that improve quality of life.*

## 3.2 ACCELCITY PURPOSE

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**Purpose:** This global Smart City solution competition helps accelerate society at the rate of innovation. Leading Cities' AcceliCITY, program will provide critical mentorship and access to international markets and investment funding specific to the needs of Smart City solution providers.

**Program:**

- Competitive global search for transformative Smart City solutions and emerging technologies

- Mentoring from global Smart City experts and practitioners

- Intensive Boot Camp:

  - Access to funding opportunities- Pitch Day

  - Access to client opportunities- Demo Day

  - Connections to entrepreneurship ecosystems

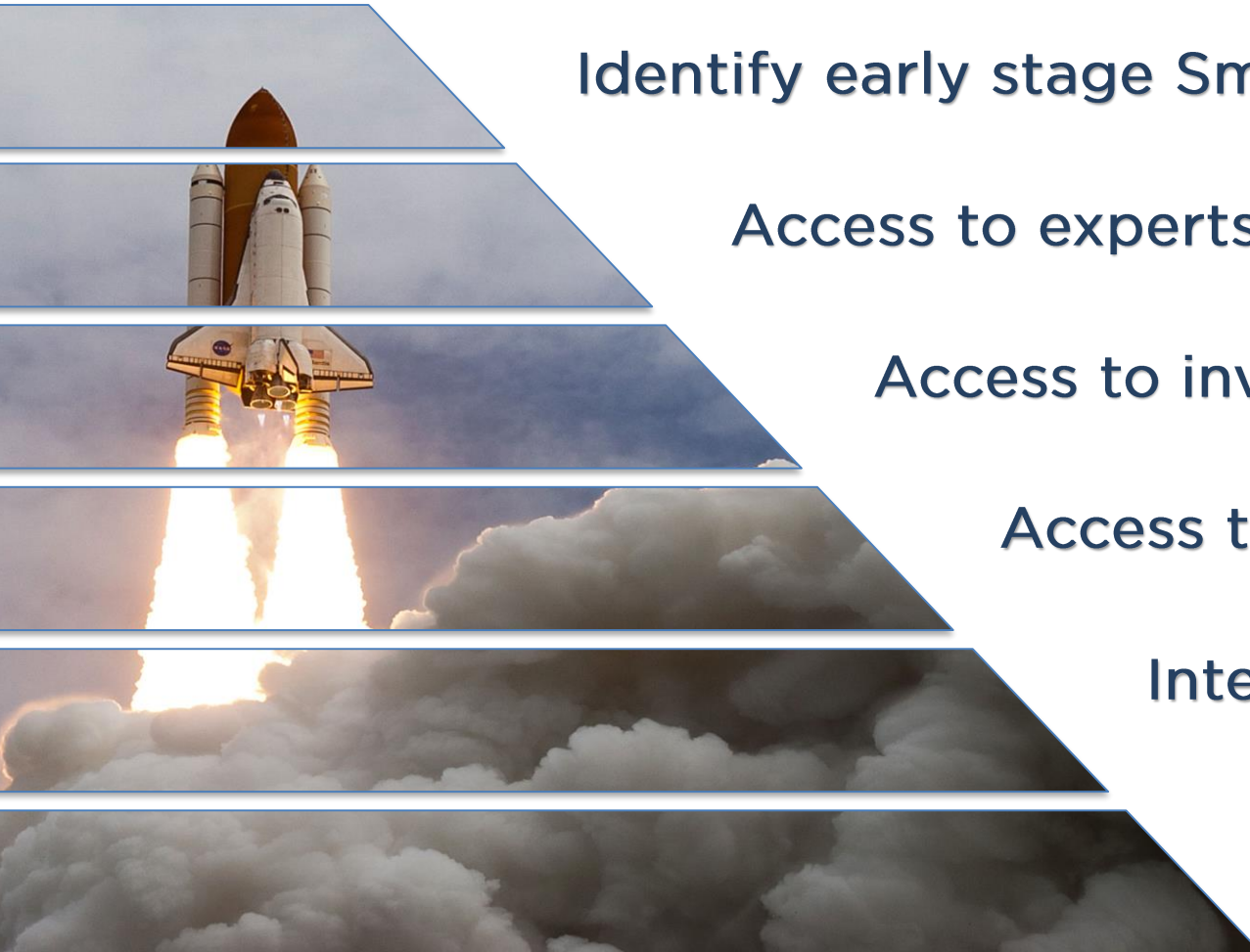
  - Introductions to potential corporate and other partners

- Compete for pilot projects in cities around the world



## 3.3 BOOSTING SMART CITY STARTUPS

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Identify early stage Smart City startups

Access to experts and city leaders

Access to investment funding

Access to new customers

International growth

Global benefits

## 3.4 OPPORTUNITY BY THE NUMBERS

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### Visibility

- **325,000+** reached by media distribution partnerships and channels
- **140,000** city officials through media network
- **25,000+** attendees or events with Leading Cities team speaking



### Prospects

- **500+** applicants last year
- **100** startup competitors graduating program after 3-4 years
- **200+** startup competitors each year at full capacity

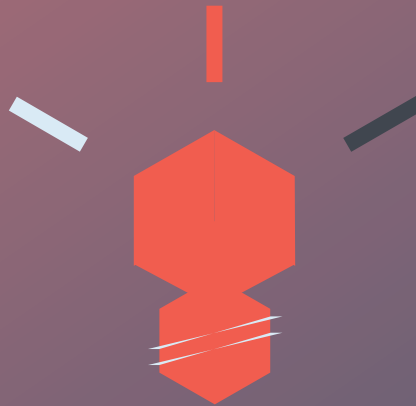


### Customers

- **10-25** Partner Cities within the expanding Leading Cities network
- Launching Member City network with **30-100** cities over the next 3 year.
- **5,000+** companies already represented

## 4. LEADING CONSULTING

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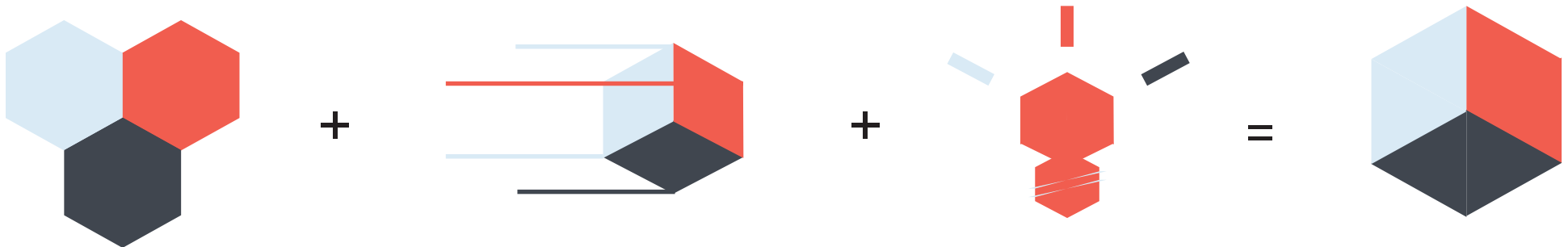


## 4.1 CONVENE / ACCELERATE / IMPLEMENT

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Leading Cities has a global network of Smart City experts to work with governments, corporations and startups to support their advancement of:

- Smart City strategies in municipalities
- Municipal Smart City tender development and execution
- Go-to-market strategies for Smart City providers
- Product development and innovation
- Smart City project management
- Civic innovation development
- and more...



## 5. LEADING CITIES ECOSYSTEM

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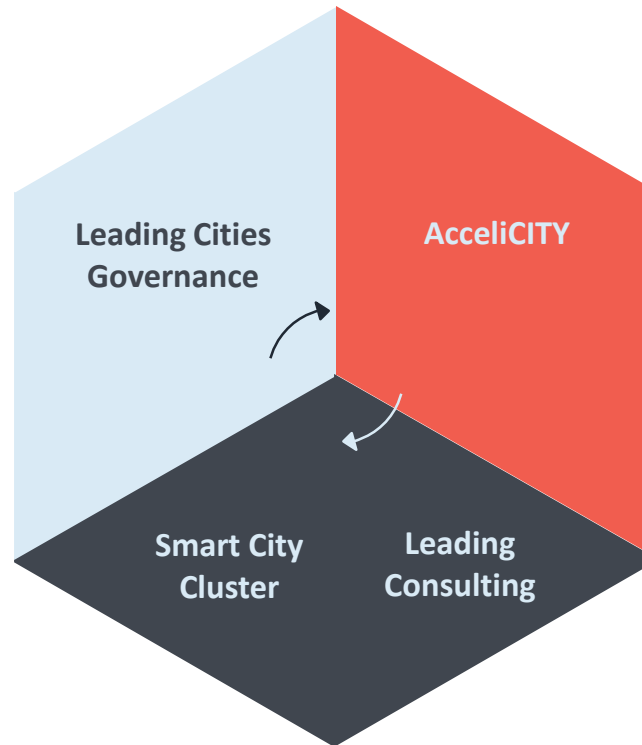


# 5.1 LEADING CITIES ECOSYSTEM

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Leading Cities develops international partnerships to advance and enhance Smart Ecosystems.

Leading Cities' AcceliCITY program unites Smart Challenges, innovative startups, new solutions, and critical funding to improve quality of life in cities.



Leading Cities creates Smart Ecosystems by connecting city innovators, urban challenges, innovative solutions and capital.

Leading Consulting provides invaluable insights and proven methodologies to city leaders and private industry.

## 6. LEADING CITIES PROJECTS

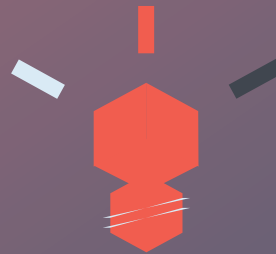
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## 6.1 SAMPLE PROJECTS

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1. United Nations' Building Legacy program
2. Smart City Expo World Congress
3. U.S. Department of State
4. Exchange Missions
5. Horizon 2020 - Inspires



# LeadingCities



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