

How collaboration can harness place-based innovation





Working with our members to harness the power of tech to...

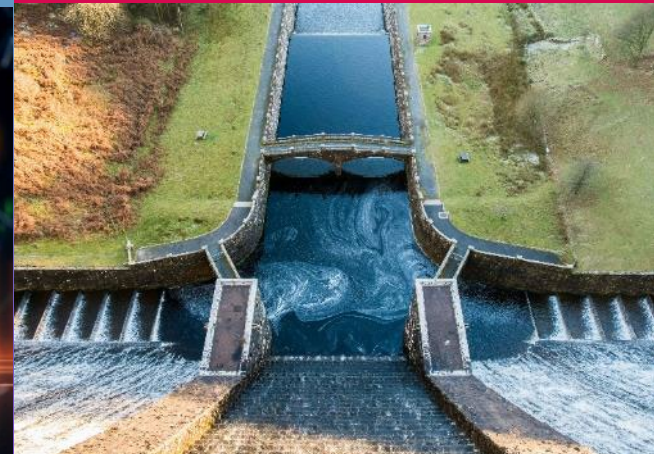


Empower people

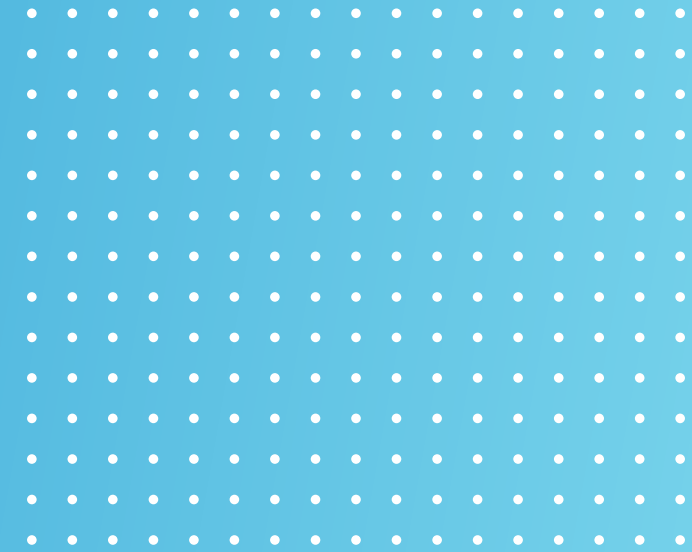
Strengthen society

Drive the economy

Protect the planet



Helping to create the conditions for meaningful transformation and enable improved collaboration between industry and local government to ultimately improve the outcomes of citizens and create places where citizens want to live, work, thrive and feel safe.



Coordinator

Collaborating with partners to build & amplify transformation and innovation messaging.

Community

Build partnerships across supplier base and local public services to help solve common challenges.

Coach

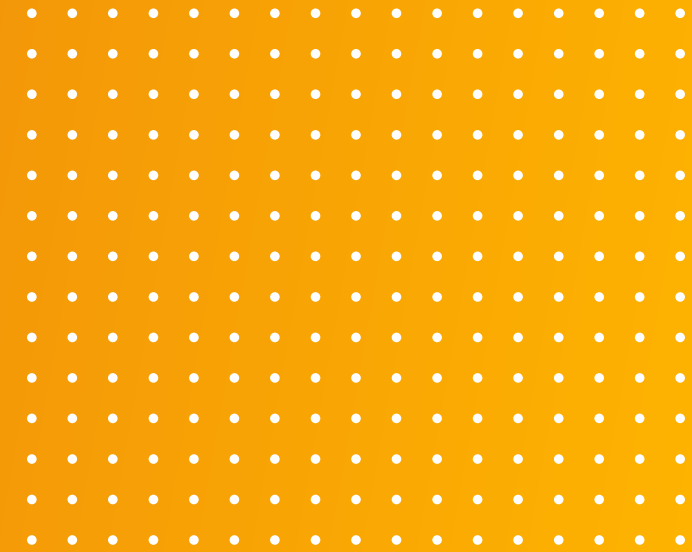
Demystifying perceived challenges & obstacles to transformation & innovation and illustrating the art of the possible.

Champion

Signposting good practice and what good looks like across local public service transformation & innovation.

“Collaboration is hard, but doable.”

**Paul Maltby, Former Chief Digital Officer,
Department for Levelling Up, Housing &
Communities at techUK’s Building the
Smarter State Conference 2019**



Reframing the buyer-supplier relationship.
Moving from sales partners to value added
partner.

“While the digital marketplace has given visibility and access to various opportunities, the process is still complex for SMEs.”

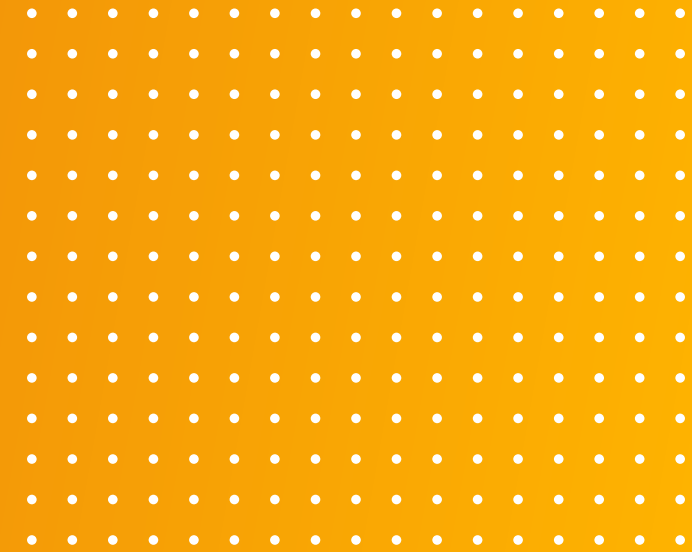
The top three barriers identified by the survey are:

- | | | |
|---|------------------------------|---|
| 1 A risk-averse culture within the Civil Service | 2 Too many frameworks | 3 Lack of meaningful early industry engagement |
|---|------------------------------|---|

Despite explicitly extolling the virtues of SMEs, the public sector still struggles to harness them, and this starts with the culture. Moreover, unlike larger organisations, SMEs do not have dedicated framework teams for applying to frameworks.



Procurement becoming the enabler of innovation



Opportunities to collaborate

- Pre-procurement marketing engagements.

Engaging market early to access the breadth and depth of industry in a neutral forum, ensuring a diverse and plentiful response to a tender.

- Art of the possible workshops.

Taking an outcome-based approach to procurement.

- Interrogating challenges together & articulating the right problem.
- Informing councils on latest innovations & role digital can play in improving outcomes.
- Opportunities to co-design solutions.
- Industry understanding the problems councils face and how their technology can help solve them.





Thank you for listening & get in touch!

techUK

- How can techUK help?
- It's all about collaboration
 - pre-procurement market engagement
 - art of the possible workshops
 - industry days
 - testing ideas with suppliers.
 - Showcasing case studies.

- Head of Local Public Services
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