

LA VISIÓN DE INDRA

COMPRA PUBLICA INNOVADORA

Palma, 2013



indra

MULTINACIONAL LIDER DE CONSULTORÍA Y TECNOLOGÍA

Número 1 en España

Líder en Latinoamérica

Entre las primeras europeas

3.000 M€ ventas

60% Internacional

118 países



Innovación = Tecnología + Talento

I+D+i: 7%-8% ventas

42.000 profesionales
(80% titulados)

LA NECESIDAD DE UN NUEVO PARADIGMA

El paradigma sobre el cual se ha construido el SXX se ha agotado.

**NECESITAMOS DEFINIR
EL PARADIGMA DEL
SXXI**



Un nuevo paradigma que se adapte a las necesidades reales de los ciudadanos considerando los recursos reales y disponibles. Con **la tecnología como elemento dinamizador**. Mejorando la calidad y reduciendo costes. **HACIENDO LAS COSAS DIFERENTE**



LA TECNOLOGÍA COMO PALANCA DE CAMBIO

¿Qué es la Compra Publica Innovadora?

La Compra Pública Innovadora es un nuevo instrumento de compra de la administración, es decir, es una nueva forma de adquirir y comprar tecnología innovadora la administración mediante contratos públicos

CAMBIO de Paradigmas

La CPI en si misma es un cambio de paradigma, ya que este instrumento que permite la adquisición de productos innovadores por parte de la AAPP

Objetivos



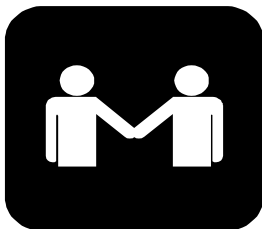
Mejora de los servicios para los ciudadanos y su calidad de vida



Incremento del I+D del PIB



Asegura que la inversión en I+D tiene un retorno a la sociedad



Compartir beneficios y potenciales riesgos entre sector público y privado

INNOVANDO PARA EL SECTOR PÚBLICO



Generalitat de Catalunya
**Centre de Telecomunicacions
i Tecnologies de la Informació**



EL NUEVO MODELO TIC DE LA GENERALITAT DE CATALUNYA UN PROCESO INNOVADOR EN LA COMPRA PÚBLICA



SISTEMA DA VINCI SOLUCIÓN INTEGRADA PARA LA GESTIÓN DE TRENES DE ALTA VELOCIDAD

PLATAFORMA URBANA INDRA ATENEA

IMPULSO A LA ACTIVIDAD ECONÓMICA



APIs PARA EMPRESAS /
ADMINISTRACIONES /
DESARROLLADORES



PORTAL OPENDATA



MARKETPLACE CLOUD
APLICACIONES

APLICACIONES DEL CIUDADANO



Movilidad y turismo



Tarjeta ciudadana



Realidad aumentada



Plataforma aplicaciones móviles de la ciudad



Interacción social media

MODELIZACIÓN DE SERVICIOS – OPERACIÓN DE LA PLATAFORMA

SERVICIOS AL CIUDADANO
- eAdministración, open government
- Sanidad y social
- Ciudadano y empresa digital
- Ocio y turismo

TRANSPORTES I MOVILIDAD
- Gestión del tráfico
- Transporte público
- Accesibilidad

INFRAESTRUCTURAS MEDIO-AMBIENTE Y ENERGÍA
- Gestión integral de utilities
- Control medio-ambiental
- Gestión de infraestructuras
- Servicios urbanos

SEGURIDAD Y EMERGENCIAS
- Gestión de emergencias
- Puntos ciudadanos
- Centros de control móvil
- Videovigilancia y comunicaciones

ENRIQUECIMIENTO DE INFORMACIÓN GEOESPACIAL

BUSINESS INTELLIGENCE / TÉCNICAS DE DATAWAREHOUSE

OPERACIÓN DE LA PLATAFORMA

GESTIÓN DE PERFILES, USUARIOS Y MÓDULOS

PROVISIÓN DE SERVICIOS A TERCEROS (INVENTARIO, TARIFICACIÓN, CONSULTA, ...)

INVENTARIO Y OPERACIÓN DE ACTIVOS URBANOS

INVENTARIO Y OPERACIÓN DE REDES DE SENSORES

SISTEMAS INFORMACIÓN DE LA CIUDAD

VISIÓN GLOBAL OPERACIÓN



DASHBOARD INTEGRAL
DE LA CIUDAD



CUADROS DE MANDOS



PORTALES DE LA CIUDAD
ESPECIALIZADOS

VISIÓN DEPARTAMENTAL

ARQUITECTURA DE INTERNET OF THINGS - SOFIA

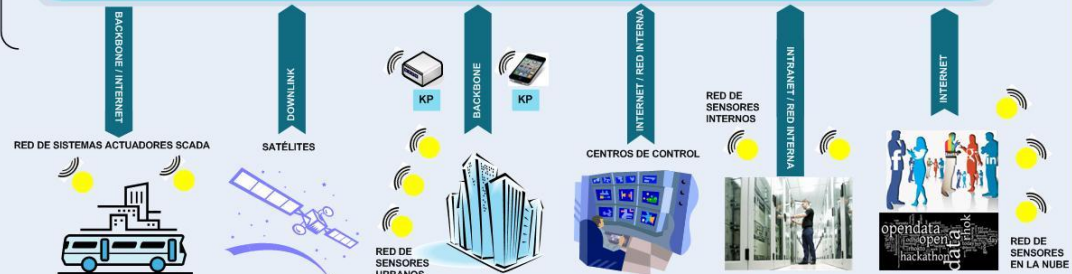
BIGDATA

PUBLICACIÓN DE DATOS Y CONECTORES

MOTOR RAZONAMIENTO SEMÁNTICO

MOTOR DE PERSISTENCIA

GATEWAY – Adaptación de protocolos



INNOVANDO CON COMPRA PUBLICA INNOVADORA



EL RADAR 3D Móvil

Objetivo

Definir y crear un radar flexible con la misma funcionalidad que un radar fijo

- Es un proyecto de una duración prevista de unos 36 meses
- Presupuesto + 10M€

Lecciones aprendidas

- La CPI es un instrumento que está en rodaje y en el cual debemos ir aprendiendo
- Es un proceso largo
- La administración necesita nuevos perfiles para valorar las iniciativas que impulsen la compra de tecnología innovadora
- La CPI es clave en la transformación de la nueva Europa del Conocimiento
- La CPI debe ser una estrategia global que se debe abordar de manera gradual

Small Business Research Initiative

Technology Strategy Board
Driving Innovation



Home | Our strategy | [Delivering innovation](#) | Competitions | Publications | News & Media | Events | Case studies | About us

SBRI

What is SBRI

Benefits of SBRI

Competitions

How SBRI works

Results of SBRI

Case Studies

Delivering innovation > SBRI > [What is SBRI](#)

What is SBRI

SBRI is a programme that brings innovative solutions to specific public sector needs, by engaging a broad range of companies in competitions for ideas that result in development contracts.

Key features:

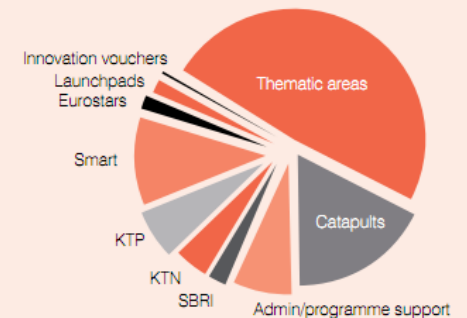
- SBRI is a programme of open competitions for ideas and new technologies.
- It results in a fully funded development contract between the company and the government department - it is not a government grant.
- It generally has a two-phased development approach that starts with initial feasibility and can then move on to more detailed product development.
- It is a fast track, simplified process that allows government departments and other public bodies to engage with business they would not normally work with.
- It is particularly suitable for SME and early stage businesses and gives vital funding for the critical stage of product development.
- The government department (or public sector body) acts as the lead customer and is instrumental in helping the business develop its product or technology.
- It should result in a commercial product or service.
- The intellectual property is retained by the company, with certain rights of use held by the department.

The Technology Strategy Board champions SBRI which is focused on technology development and specific competitions.

Financial summary

Estimated breakdown of Technology Strategy Board expenditure by activity (core budget)

2012-13 Breakdown of estimated expenditure £390m



Small Business Research Initiative

Case Studies



British company goes global in smart phone security

A growing UK enterprise is working with some of the world's biggest businesses to create the next generation of smart phone payment security.

[Read full story](#)



Battlefield Medical Technology

12 April 2012

A UK company has designed a lightweight portable oxygen generator that could save lives on the front line.

[Read full story](#)



Drug-driver testing: simultaneous drug detection

12 April 2012

Northern Irish firm Randox is developing a new device capable of detecting when drivers have been using drugs.

[Read full story](#)



Empowering people through technology

12 April 2012

A Scottish company is developing software that can translate sign language into text, which will help people with hearing difficulties use a range of handheld smart phones and mobile devices.

[Read full story](#)



Intelligent uniform lightens the load of frontline soldiers

12 April 2012

A British start up company which has mixed traditional design with the latest technology is poised to take advantage of a £20bn global market in developing the capability of the modern soldier.

[Read full story](#)



Making information accessible to all

12 April 2012

New technology developed by a British company will offer people with dyslexia and visual impairments greater access to educational resources and more freedom to use the latest technology. The new service, developed by Iansyst Ltd and its partners as part of the SBRI programme and managed by JISC Techdis, can convert digital information into accessible formats which could benefit thousands of disabled learners.

[Read full story](#)



Detecting drug takers on the spot

15 March 2012

A fast, reliable and cost-effective device for detecting when people have taken illegal drugs has moved nearer to becoming a reality. Having been awarded an SBRI contract to carry out a feasibility study, UK company Otdox Ltd is confident the device it has developed will tap into significant domestic and worldwide markets when it launches it in summer 2012.

[Read full story](#)



Long 'Life Bulb' illuminates replacement market

15 March 2012

A UK company has developed a unique light bulb, which, claims the developers, will last more than 25 years and uses 14% less energy than the most advanced energy saving bulbs on the market.

[Read full story](#)

Technology Strategy Board

Driving Innovation



Contact us

[Home](#) | [Our strategy](#) | [Delivering innovation](#) | [Competitions](#) | [Publications](#) | [News & Media](#) | [Events](#) | [Case studies](#) | [About us](#)

SBRI

What is SBRI

Benefits of SBRI

Competitions

How SBRI works

Results of SBRI

Case Studies



Delivering innovation > [SBRI](#)

SBRI

The SBRI programme uses the power of government procurement to drive innovation. It provides opportunities for innovative companies to engage with the public sector to solve specific problems.

Competitions for new technologies and ideas are run in specific areas and aim to engage a broad range of companies.

SBRI enables the public sector to engage with industry during the early stages of development, supporting projects through the stages of feasibility and prototyping.

Last updated on Tuesday 17 January 2012 at 11:16

A British start up company which has mixed traditional design with the latest technology is poised to take advantage of a £20bn global market in developing the capability of the modern soldier.

Excessive weights

Soldiers operate in difficult environments where they are often required to carry significant amounts of armour, weaponry and communications equipment. They regularly carry approximately 60kg of equipment and supplies in hot temperatures, which can reduce the quantity and types of missions that can be carried out. Middlesex based Intelligent Textiles (ITL) has developed a revolutionary product that help to significantly reduce this weight.

Wire-less

The Centre for Defence Enterprise (CDE), using the Small Business Research Initiative (SBRI), provided initial funding to enable ITL to develop their product. ITL were given all the support they needed including; introductions to military and technical advisers through Defence Science and Technology Laboratory (Dstl). All of which has given them insight into what is required. ITL, which specialises in electrically-active woven fabric or 'e-textiles', has found a way to eliminate the need for cabling by distributing power and data into a flexible fabric.

Energy Efficient Soldier

Intelligent Textiles was founded in 2002 and began developing a range of hi-tech fabrics for products such as heated bedding and iPod connected garments.

After seeing the need to replace conventional cables in soldier systems, it began researching and developing e-textiles for defence applications in 2006, working with Canadian forces, the US marine corps and more recently with the Ministry of Defence through the CDE portal, using the SBRI approach, which connects innovative businesses with public sector organisations. It is now leading the field worldwide in developing the capability of the modern day soldier and, after five years, is poised to take advantage of a £20bn global market.

Small Business Research Initiative

ACCELERATING THE JOURNEY BETWEEN CONCEPT AND COMMERCIALISATION

Since our establishment we have been evolving and refining our portfolio of tools and mechanisms to stimulate business innovation. We have progressively improved existing, and added new, tools focusing on tackling specific challenges or targeting specific business segments.

In April 2011 we introduced Smart (then called Grant for R&D), which replaced the scheme previously run by the RDAs and is aimed at filling the gap in seed funding felt by small and early-stage companies. The scheme was significantly oversubscribed and for this year we are doubling our funding from £20m to £40m.

Further enhancing and clarifying our support for small business in general is a focus for this year, and so we will also:

- introduce innovation vouchers aimed at helping companies engage with the knowledge base
- increase funding and support for:
 - ▼ the SBRI process, aimed at enabling government to act as a lead customer for innovative businesses
 - ▼ Eurostars aimed at helping SMEs form EU-wide supply chain partnerships
 - ▼ Launchpad aimed at supporting SME cluster development
 - ▼ Knowledge Transfer Partnerships aimed at new engagement between academia and industry
 - ▼ missions, with UKTI, supporting SMEs in overseas visits to find funders and partners

The Technology Strategy Board: some facts

- Our budget for the year 2012-13 is approximately £390m
- This includes around £25m of new funding and extra support for high-potential SMEs. We expect SMEs to receive around 50% of our funding this year
- In 2011-12 we ran 50 competitions for R&D funding. In 2012-13 we plan to launch more than 60 competitions across our priority themes, committing around £250m
- Each £1 we invest in collaborative R&D typically returns about £7 (increase in GVA)
- With partner and business contributions we have invested about £2.5bn in innovation projects in our first five years
- We have announced the focus areas for seven new Catapult centres
- Since launch in April 2009 there have been 82 SBRI competitions run with 26 separate public sector organisations and over £60m of contracts issued
- In 12 months since the relaunch of Smart, 482 grants have been offered to SMEs
- We are working with more than 4000 companies and 150 research organisations, including 110 universities
- More than 9000 people experienced Technology Strategy Board events in 2011-12
- Our innovation networks have over 50,000 members.

TURNING GOVERNMENT ACTION INTO BUSINESS OPPORTUNITY

We will continue to promote the role of government as lead customer – articulating challenges, engaging with business in seeking solutions, validating prototypes and providing a route to market for new products and services. We will:

- continue to develop the role of our innovation platforms (see page 21)
- support and encourage the further deployment of SBRI across government, aiming for more than £40m of new SBRI contracts and 35 new competitions
- support the Government's work on procurement pipelines and capability reviews, and help to define and implement procurement centres of competence
- work with the NHS on the development of their capability to support the creation and absorption of innovative solutions.

Last year saw an expansion of our delivery partnership with the UK Space Agency and the Department for Transport's Office of Low Emission Vehicles.

We will continue to act as an innovation delivery partner for government departments where we think we can add value through scale.



Jordi Marín Puigpelat
AAPP, Sanidad i Smart Cities
jmarinp@indra.es

T +34 93 463 00 00
www.indracompany.com