Call for offers   4 January 2021

Agile pilots of smart mobility solutions (Jätkäsaari Mobility Lab)

Background

The agile pilots sought through this call for offers will be part of the Jätkäsaari Mobility Lab project in which several municipal actors will take part, including departments of the City of Helsinki, the Jätkäsaari district development project, Forum Virium Helsinki, and the Port of Helsinki

Jätkäsaari Mobility Lab is an umbrella project for smart mobility development in Helsinki. It aims to create an urban testbed for piloting novel mobility services and technologies in the West Harbour area. Jätkäsaari Mobility Lab (2019-2021) receives funding from the innovation fund of the City of Helsinki. Forum Virium Helsinki is responsible for the agile piloting programme in the project.

This procurement of agile pilots aims to create an understanding of novel mobility solutions by experimenting with the innovations and evaluating the possibilities and potential impacts of these solutions. The agile pilots must be novel beyond the commonly available solutions and pilots conducted earlier.

Focus of the call

The target of this procurement is agile pilots of new smart mobility solutions in the area promoting smooth, safe and/or sustainable mobility in the West Harbour district in Helsinki (including Jätkäsaari, Hernesaari, Ruoholahti, Salmisaari and Telakkaranta).

The solutions to be piloted can be for example, but not limited to:

- Solutions that promote healthy and/or sustainable mobility (e.g. digital and data-utilising solutions, IoT solutions, land and waterway traffic)
- Services and technologies that support easy and safe mobility for special groups (e.g. accessible wayfinding services, IoT solutions facilitating mobility)
- Solutions that improve traffic safety (e.g. information about safe routes, special traffic arrangements, and construction-related disturbances)
- Innovative solutions that utilise the data being gathered in the area in a creative way (e.g. visualisation of traffic data, improving usability of congestion data)

The solutions should provide novelty value and new knowledge in relation to the existing and previously conducted smart mobility pilots (see Jätkäsaari pilots in the website of the open call, link below).

The solution should be sufficiently mature for implementation in the time frame described below. The implementation of the pilot should be feasible in the current situation with the coronavirus pandemic.

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The solution may focus on developing mobility in general, or it may focus on the mobility challenges of specific groups or use cases (e.g. safe school routes, mobility for the elderly, or specific needs of other special groups).

The pilots can utilise available open data. Examples of potential data sources are listed on the website of Jätkäsaari Mobility Lab: https://mobilitylab.hel.fi/materials/.

Leaving an offer

With this call for offers, Forum Virium Helsinki seeks agile pilots providing solutions to the topics described above.

The round of agile pilots will be implemented in two phases.

In both phases, several agile pilots may be selected. Forum Virium Helsinki reserves the right to not choose agile pilots in both phases.

First phase

In the first phase, a maximum of six agile pilots will be selected for implementation.

In the first phase, the maximum cost of one agile pilot is 7,000 euros (VAT 0%). The maximum total cost of all agile pilots in the first phase is 35,000 euros (VAT 0%).

In the first phase, the implementation will take place in the period of 1 March – 31 May 2021. The maximum duration of the implementation is two months.

In the first phase, the pilot is conducted with a limited number of test users. A high-quality service design coaching will be provided for the pilots in order to improve the user-friendliness.

The first phase should demonstrate the feasibility of the second phase (see "Selection and evaluation criteria" below). When selecting pilots for the second phase, the implementation, results and learnings of the first stage will be taken into account.

No second offer will be asked for the second phase. The service provider can revise the implementation plan for the second phase after the first one.

Second phase

In the second phase, the maximum cost of one agile pilot is 40,000 euros (VAT 0%). The maximum total cost of all agile pilots in the second phase is 95,000 euros (VAT 0%).

In the second phase, the implementation should take place in the period of 1 June – 30 November 2021. The scale and duration of the implementation in the second phase should be sufficient for providing useful learnings and results. The costs should correspond to the scale of the implementation.

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Total cost

The maximum total cost of one agile pilot is 47,000 euros (VAT 0%), including the costs of the first and second phases.

Leaving an offer

The total price, and the content of the costs, should be described in the offer. The costs of the first and second phases should be described separately. The offer should cover all costs related with the pilot (e.g. permits, installations, data connection costs etc.). Forum Virium Helsinki does not cover other additional costs.

Companies and other actors with a business ID can take part in the open call. Two or more actors may leave a joint offer together.

Forum Virium Helsinki reserves the right to conduct or authorise a third party to conduct an evaluation of the functionality and impact of the agile pilots in cooperation with the City of Helsinki.

The selected service providers must provide certificates of taxes paid, pension insurance policies and other insurance policies arranged, as required in the Act on the Contractor's Obligations and Liability.

Annex 1 describes the pilot-related materials that the selected service provider commits to deliver to the coordinating partners of Jätkäsaari Mobility Lab: the City of Helsinki and Forum Virium Helsinki.

The offers should be submitted by 3 February 2021 at 23:59 (EET).

The offers for pilots are submitted with the electronic form found on the website of Jätkäsaari Mobility Lab. The offer form and all materials related to the open call can be found here:

https://mobilitylab.hel.fi/open-call-for-agile-pilots-3/

Selection and evaluation criteria

The expert jury of Jätkäsaari Mobility Lab evaluates the offers submitted by the deadline. Forum Virium Helsinki, the City of Helsinki, the Port of Helsinki and Jätkäsaari-Seura (the local neighbourhood association) are represented in the jury.

The agile pilots will be evaluated on the basis of the following criteria.

Evaluation criteria

Novelty and innovativeness (0-4 p.)

- The service or product has true novelty value and is innovative
- The pilot creates new solutions, practices and perspectives to the topics described above
- The pilot creates new valuable knowledge and learnings in the context of Jätkäsaari and West Harbour

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Feasibility (0-4 p.)

- The provider demonstrates that it has the necessary expertise, resources and collaboration partners to implement the pilot
- The description of activities, schedules and resources indicates that the pilot can be implemented in a high-quality fashion and on schedule
- The service or product is user-oriented, and the plan to reach end users, and the plan for other communications, is described in a clear way

Impact (0-4 p.)

- The solution creates concrete solutions to one or more topics described above
- The desired impacts and potential for scalability is presented in the offer
- The pilot creates results and learnings about the potential benefits and impacts of the solution

Scoring

0 p. minimum requirement not fulfilled
1 p. minimum requirement fulfilled
2 p. requirement fulfilled
3 p. requirement fulfilled well
4 p. requirement fulfilled excellently

Each criterion will be evaluated on a scale of 0-4 points. The highest possible total score of an offer is 12.

The offers receiving the best score will be selected for implementation. Offers that do not fulfil the minimum requirement on one or more criteria will not be selected for implementation.

Selection in the first and second phases

The same criteria are applied in the selection in phase 1 and phase 2.

In the first phase, the target of the evaluation is the pilot as a whole, as described in the offer, including the descriptions of phases 1 and 2.

In the second phase, the selection of the pilots will be conducted among those pilots that were implemented in the first phase.

Only those pilots of the first phase which fulfil the following requirements will be evaluated in the second phase:

- Achievement of the necessary maturity level for wider implementation in the second phase (e.g. the required development work was finalised, sufficient usability and functionality for wider test use were achieved, data integration was completed)
- Key collaboration partners and stakeholders committed to the pilot
- Credibility of the implementation plan for the second phase (e.g. the actions and schedules are realistic, the necessary installments are possible, reaching the necessary amount of

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     test users to obtain useful results is possible, and the desired impact and the mechanism for achieving the impact are credible)

In the second phase, the target of the evaluation is the implementation plan for the second phase. The service provider has the right to revise the implementation plan for the second phase after the first implementation phase.

The evaluation in the second phase takes into account the implementation in the first phase and the new knowledge acquired about the novelty, feasibility and impact of the solution. Therefore, the same pilot may receive a different score in the two phases, although the evaluation criteria remain the same.

The pilots with the best scores will be selected for implementation.

Further information

Two info events will be organised regarding the open call: 15 January at 15.00-15.30 (EET, in Finnish) and 19 January at 14.00-14.30 (EET, in English). The content of the two events is the same. The events will be organised online. The links for participation will be published on the website of the open call in advance: https://mobilitylab.hel.fi/open-call-for-agile-pilots-3/

Questions regarding the open call should be sent in written form to janne.rinne@forumvirium.fi by 19 January 2021 (with the message title "Jätkäsaari Mobility Lab, agile pilots"). The questions and answers to them will be compiled and published on the website of the open call on 22 January 2021: https://mobilitylab.hel.fi/open-call-for-agile-pilots-3/

Further information: Janne Rinne (project manager, Forum Virium Helsinki): janne.rinne@forumvirium.fi, tel. +358 40 682 0050

Forum Virium Helsinki

Janne Rinne
Project manager

Annexes

Annex 1. Information about agile piloting

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Annex 1. Information about agile piloting

Agile pilots in Jätkäsaari Mobility Lab

Agile piloting is a challenge-based model for experimenting with new services and technologies in a real-world urban environment with real end users. Agile pilots in Jätkäsaari Mobility Lab respond to real mobility and traffic-related challenges in the West Harbour area.

Goals of agile piloting

Co-creation is an essential part of agile piloting. The solutions are developed together with the City representatives, companies, residents, research partners and other stakeholders. The objective is to learn from experimentation and share the resulting learnings widely with different actors and networks.

For the City and other municipal actors, it is crucial to gather learnings and results about the feasibility of new technologies and services in relation to the identified challenges, and to the development of activities in general. The primary aim of agile piloting is the creation and sharing of new knowledge and understanding, not subsequent procurements or customership with the City.

For companies, agile pilots provide an opportunity to trial new solutions in a real-world urban environment with real end users – thus creating a reference of the service or product being piloted.

What does Jätkäsaari Mobility Lab provide as a testbed?

Forum Virium Helsinki and Jätkäsaari Mobility Lab support companies in experimentation. The company receives support in the practical implementation of the pilots, finding end users, planning and coordination, administrative issues and permits, documentation and communication. Forum Virium Helsinki supports cooperation with the key stakeholders.

The company may use existing available smart infrastructure and mobility data from the piloting area. The smart infrastructure investments will not be directed to individual agile pilots.

More information about Jätkäsaari Mobility Lab is found on the website: https://mobilitylab.hel.fi/

What is required from the companies?

The company conducting the agile pilot commits to provide the following materials to the City of Helsinki and Forum Virium Helsinki. The procedure is intended to be light from the viewpoint of the company.

- Open data produced in the pilot
- Pre-info of the pilot: Basic information for the communication, goals and hypothesis of the pilot, implementation plan
- Public foreground: Basic statistics from the pilot, light assessment of mobility impacts (smoothness, safety and/or air quality), key results, and conclusions
- Company's experience of the pilot: report on the progress (mid-term report), final report (end of pilot), post-assessment of the pilot (e.g. one year after the pilot)

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