



GovTech Connect

Transforming Government, Together

Northern Europe Boot Camp 1

Supporting the green
transition of services

Highlights from experts roundtables

With the support of:



European
Commission

Intellera
consulting

PUBLIC

the Lisbon Council
think tank for the 21st century



POLITECNICO
MILANO 1863
DIPARTIMENTO DI DESIGN

What did Boot Camp 1 experts have to say?



Karolis Granickas, Head of Europe at Open Contracting Partnership

"In public procurement, the voice of small companies really matters, as every government has to respond to SME requirements. Healthy procurement markets have 10% of innovation – currently we are not at that level – and startups can help governments achieve that."

Karolis Granickas joined us as an expert at the Roundtable "**Navigating Procurement in the Nordic/ Baltic region**" in Bootcamp 1. Karolis is an experienced Senior Scientist at the VTT, Technical Research Center of Finland. He has extensive expertise in **innovation procurement and technologies** and contributes to the activities of the national Competence Center for Sustainable and Innovative public procurement KEINO in Finland.



Magne Hareide, Senior Advisor at The Norwegian Agency for Public and Financial Management (DFØ)

"Within Dynamic Purchasing Systems and Framework Agreements, don't hesitate to remind your customers about any updates or introduction of new products or services that fits within the scope of the agreement, as well as flagging when you have capacity to support."

Magne Hareide joined us as an expert at the Roundtable "**Navigating Procurement in the Nordic/ Baltic region**" in Bootcamp 1. Magne has strong expertise in **public procurement of innovation** – being a part of StartOff and working the department for Sustainability and Innovation. He is passionate about generating added value for public procurors by facilitating and enabling innovation.

With the support of:



Carried out by:

intellera
consulting



theLisborcouncil
think tank for the 21st century





Petra Andersen, Head of Section (act.) for Seamless Public Digital Services at the Norwegian Digitalisation Agency

"Governments approach startup collaboration through the lens of risk. As a startup, leverage that. Approach smaller municipalities and spot the best way in, this usually looks like a hotspot of different actors. We need to work cross sector and across Government agencies when we do GovTech."

Petra Andersen joined us as an expert at the Roundtable **"How does the public sector think about innovation?"** during Bootcamp 1. Petra is the Head of Section (act.) for Seamless Public Digital Services at the Norwegian Digitalisation Agency where she is responsible for innovation at the digdir and StartOff programmes, for collaboration and partnerships with the business community, startups, academia and stakeholders of the public digital ecosystem. She has more than two decades of experience working with **innovation and growth strategies for companies, governments and regions** in all Nordic and Baltic countries, the OECD and the European Commission.



Alexandra Perez, Investor at 2150

"For B2G businesses customer diversification is key – work on big sticky government contracts whilst also pursuing private sector work."

Alexandra Perez recently joined us at our Bootcamp 1 Roundtable **"What are GovTech Investors looking for?"**. With 2150 Alexandra supports **mission driven entrepreneurs who address climate change with urbanist and ClimateTech solutions**.

With the support of:



Carried out by:

intellera
consulting



theLisborcouncil
think tank for the 21st century





Ville Valovirta, Senior Scientist at VTT, the Technical Research Center of Finland

"Pilots can be great opportunities to start working with the public sector, but some pilots end up being dead ends for startups participating. It's important to work with your client to define what the roadmap after the pilot is."

Ville Valovirta joined us as an expert at the Bootcamp 1 Roundtable "**Navigating Procurement in the Nordic/ Baltic region**". Ville has extensive **expertise in innovation procurement and technologies** and contributes to the activities of the national Competence Center for Sustainable and Innovative public procurement KEINO in Finland.



Jack Kennedy, Chief of Staff at Kintanna Ventures

"When pitching, is it important for startups to be able to provide the macro view of their solution, while at the same time, being able to pin point the micro details on how they plan on getting here!"

Jack Kennedy joined us at our Bootcamp 1 Roundtable "**What are GovTech Investors looking for?**". Jack has **extensive experience in the startup environment** and recently joined Kintanna – a VC firm that backs pioneering climate tech entrepreneurs.

With the support of:



Carried out by:

intellera
consulting



theLisborcouncil
think tank for the 21st century





Trygve Meyer, Head of Nordic Edge Smart City at the Innovation Cluster of Nordic Edge

"You have to approach the public sector with a mindset of solving pain points, instead of with the idea of selling. Don't expect quick wins, be patient and do the homework when it comes to understanding the trends. Certain municipalities and cities are more interested in testing out new technologies and solutions than others."

Trygve Meyer joined us for our Roundtable "**How does the public sector think about innovation?**" in Bootcamp 1. Nordic Edge is a non-profit organization working in close cooperation with private companies, municipalities, academia and citizens towards smarter and more sustainable cities and communities. In addition, Trygve is a **board member of the International Cleantech Network** which aims to generate new business opportunities, enhance competitive advantages and create value for cleantech companies, knowledge institutions, and local authorities across cluster regions.

Join the **GovTech Connect Community** and become a member of the [Joinup Collection!](#)

Follow [GovTech Connect](#) on LinkedIn

With the support of:



Carried out by:

intellera
consulting



theLisborcouncil
think tank for the 21st century

