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GovTech in Europe: Scoping its dynamics and fostering best practice

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Maciej Kuziemski



Introduction

Background of the studies

- Twin studies:
 - Scoping GovTech Dynamics in the EU (Technical Report)
 - GovTech Practices in the EU (Science for Policy Report)
- Publication expected January 2022
- Based on research during 2021:
 - Interviews with startups, gov. officials, experts, non-traditional actors, etc.
 - Review of academic and grey literature
 - Stakeholder workshops
- Work managed under the Innovative Public Services Action of ISA²



Scoping GovTech Dynamics in the EU

Understanding the GovTech market in the EU

- **GovTech definition:**

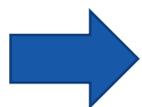
- public sector engages with start-ups and SMEs to procure innovative technology solutions,
- for the provision of tech-based products and services,
- in order to innovate and improve existing public services.

- **Dynamic market development**

- Highly regulated by formalized procurement rules that favour risk reduction when purchasing technology
- Dominance of large system integrators
- Extremely diverse public sector market
- Buying off-the-shelf poses challenge to address innovative technology needs

Challenges of GovTech ecosystem actors

- **Government buyers:** stability, risk reduction, path dependencies & lock-ins, highly regulated procurement process
- **Start-ups:** entry barriers, dependency on VC with growth expectations, rather consolidated market space



GovTech incubator as an tool to complement existing instruments

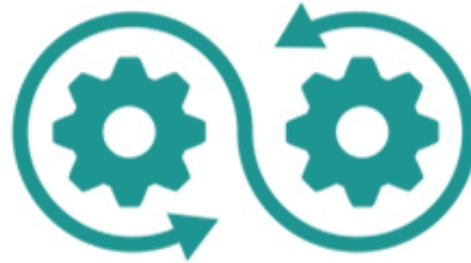
- New forms of public procurement of technological innovations
- Learning how to innovate procurement routines of government

Existing forms of GovTech procurement

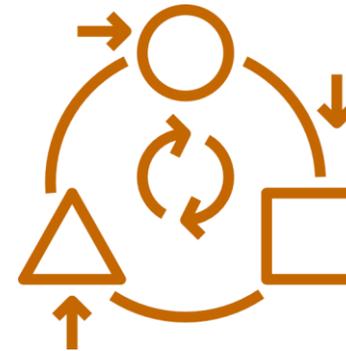
**Catalytic procurement
of public technology
innovations**



**Pre-commercial
procurement of public
technology innovations**



**Adaptive procurement
of public technology
innovations**



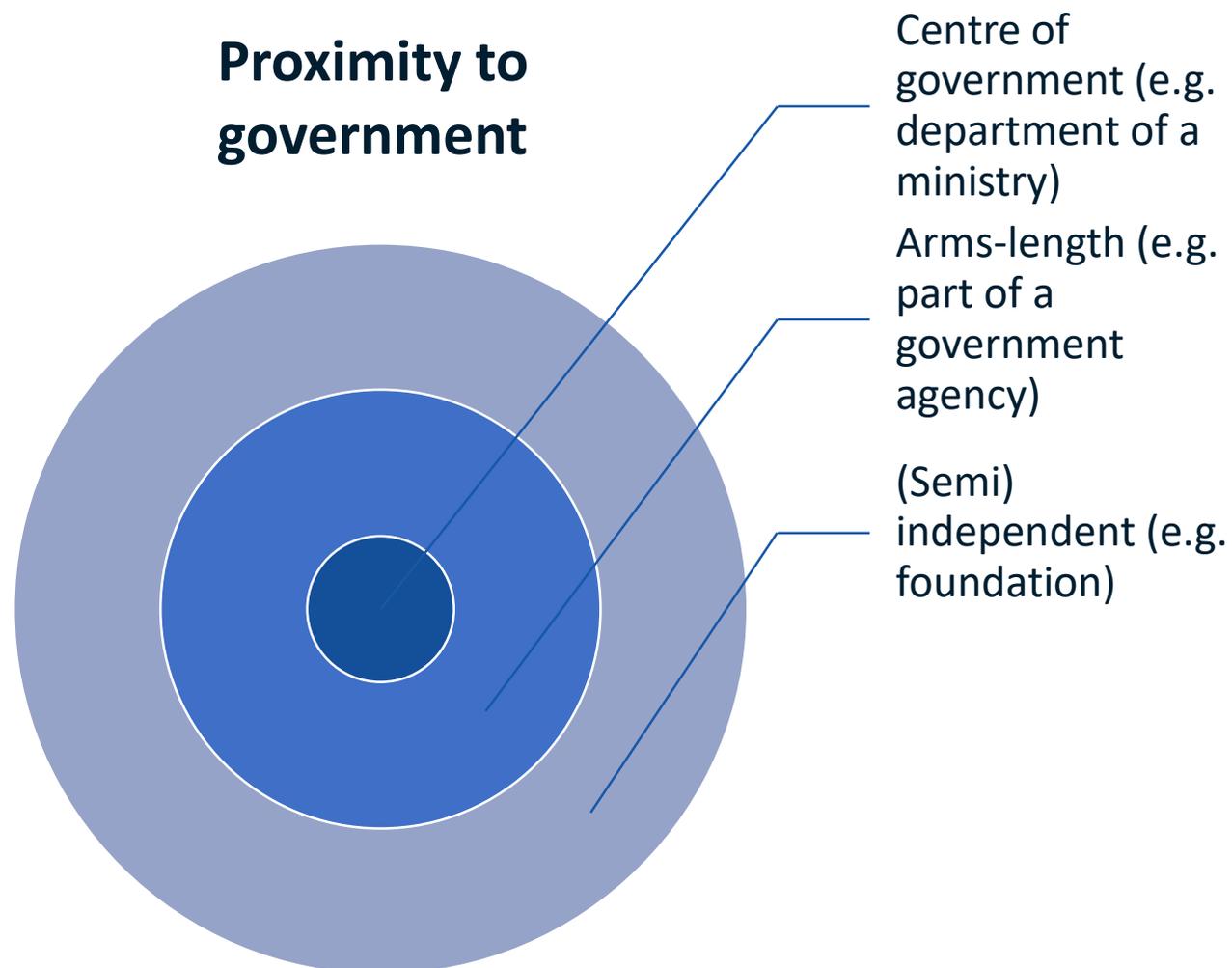
**Developmental
procurement of public
technology innovations**





Fostering GovTech Best Practice

GovTech programmes – set up



GovTech programmes - activities

- **Challenges and prizes**
 - Open competitions to solve problems that at present lack solutions
- **Hackathons**
 - Time constrained design sprints aimed at rapid prototyping of solutions
- **Acceleration programs**
 - Structured, time constrained personal and business development programs, offered by both private and public sector entities, with the aim of 'accelerating' growth of already existing entities
- **Piloting and R&D grants**
 - Non-dilutable early-stage funding to accelerate research and development and experiment with state infrastructure
- **Ecosystem building**
 - Strategic convening, networking, matchmaking and advisory services to ease interactions between private and public sector

Lessons learnt for setup & running of GovTech programmes

**Persistent individuals
and lean teams**



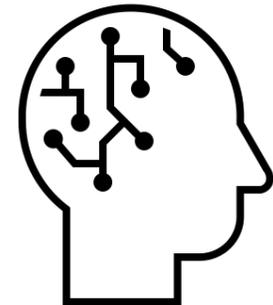
**Right funding at the
right stage**



**Public value beyond
growth**



**Proximity to executive
power**



The background features a complex, symmetrical pattern of glowing green and blue lines and particles. The lines form a central, diamond-like shape that tapers towards the left and right edges. The particles are scattered throughout, creating a sense of depth and movement. The overall color palette is dominated by dark blue, with vibrant green and blue highlights.

Thank you



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innovation ∞ govtech ∞ community

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