

How to do it!

AGILE PILOTING SPEEDS UP THE DEVELOPMENT OF SOLUTIONS

Agile, few-month-long pilots were introduced on Climate Street to provide residents and companies with innovative services and solutions that mitigate climate change. The Climate Street pilots included the Sustainable Meal training for restaurants, the Zero Food Waste pilot at grocery stores and the Resource Efficient Existing Buildings REEB solution for monitoring the number of people who use the monitored buildings.

Agile pilots help entrepreneurs develop services

and concepts further and provide them with inspiration for further development. The Climate Street project assisted companies that carried out pilots in adapting their pilot to suit the needs of the neighbourhood and find partners and customers for their pilots. The pilots cost EUR 4,000–7,000. Agile piloting makes it possible to boost new innovations, products and services with small investments.

The Programme for Agile Piloting was developed in the Smart Kalasatama project.

1 Specify the theme and partners for the call for pilots. To select pilots, prepare the assessment criteria, such as innovativeness, user orientation, significance on a larger scale, and the competence and resources of the implementers.

2 Conduct an open call for pilots. Market the call for pilots actively to target groups on social media, for example.

3 Assemble a jury of suitable experts and choose which pilots from the submitted proposals will be included in the programme.

4 Pilot process

A Make agreements with the experimenters.

B Hold a joint kick-off event for the pilots in order to introduce the experimenters to pilot culture and to tell them what a good pilot is like.

C Hold a start-up meeting with each experimenter and help them determine the goals and practical implementation of their pilot, agree upon the schedule and action plan for the pilot and help them clarify what they want to learn from the pilot and what the future goals are.

D Find users, sites or customers for the pilot. To find users, you can reach out through local communities, recreational groups or social media, for example.

E Monitor the progress of the pilots and request a progress report from the experimenters. Encourage the experimenters to be agile and change their plans if necessary.

F Hold a relaxed gathering, such as a morning coffee session, to give the experimenters an opportunity to share their experiences. You should also invite experts in the theme, potential customers or other potentially helpful persons to attend the gathering.

G At the end of the pilot, hold a co-creation workshop. Invite the various operators related to the pilot's theme together to contemplate how common stumbling blocks can be overcome and how the pilots could be made into everyday business.

H Collect feedback from the pilot users and sites. Make also sure that the piloting company collects user experiences continuously throughout the pilot.

I Compile experiences in the final report and learn from the pilot.

5 Evaluate the pilots and the piloting programme: What was learned from the pilots? How did everything go? In the Programme for Agile Piloting, an external operator is in charge of the evaluations.