

The background of the slide is a photograph of a city skyline with several tall skyscrapers under a blue sky with white clouds. In the foreground, a paved road curves through a green, grassy field.

# RE-THINKING THE SMART CITY HOW TO BE SUCCESSFUL

Two large, overlapping geometric shapes are positioned on the left side of the slide. The top one is a green triangle pointing downwards, and the bottom one is a blue triangle pointing upwards. They overlap each other and the text area.

**SMART CITIES  
THE CHALLENGE OF PEOPLE AND PROCESS**

**SALOMON SALINAS**

**MANAGING DIRECTOR  
GLOBAL LEAD – CONNECTED CAMPUS & CITIES  
APRIL 2017**

# CONTENTS

**The What**

**The How**

**The Why**

**The Why Now**

**The Opportunity for You Is Right  
Under Your Nose**



# THE WHAT

# THE WORLD IN SENSORS



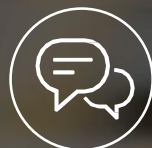
**212B**      **SENSORS**



**50B**      **DEVICES**



**2.5B**      **NETWORKS**



**75%**      **APIS**



**4.4B**      **APPS**



**16EB**      **ANALYTICS**



**CONNECTED  
CITIZEN**

---

... 26<sup>x</sup>  
SENSORS



---

... 6<sup>x</sup>  
DEVICES



---

... 3<sup>x</sup>  
WIRELESS NETWORKS



# ALL THE SPACE WE OCCUPY



By 2019 - 1.8 Billion devices shipped per year

## CONNECTED HOMES



By 2019 – The connected buildings market is estimated to be worth \$17 Billion

## CONNECTED BUILDINGS



By 2020 – The connected cities market is estimated to be worth \$1.1 Trillion

## CONNECTED CITIES



\$44 Billion retail sales driven by beacons, 10X greater than 2015

## CONNECTED 'OTHER'

# WILL BE CONNECTED



# THE HOW

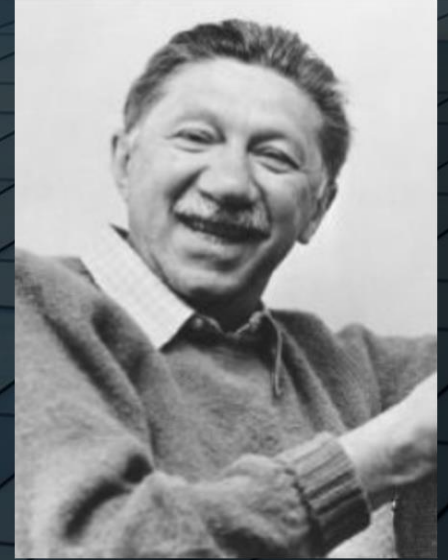
# EVOLUTION OF THE INTERNET OF THINGS



DEVICES AND APPLIANCES DRIVING EACH OTHER



# ABRAHAM MASLOW



**SELF-ACTUALIZATION**

**ESTEEM**

**SOCIAL**

**SAFETY**

**PHYSIOLOGICAL**



# NAKED AND AFRAID

# THE INTERNET OF THINGS


An aerial, high-angle photograph of a modern office lounge or cafe. The space is bright and airy, with large windows on the right side. Several people are seated at small, square tables, some engaged in conversation, others looking at their phones. The tables are set with coffee cups and small plants. The overall atmosphere is professional yet relaxed.

now makes it possible

to maximize productivity & happiness

by satisfying people's basic human needs

**THROUGH TECHNOLOGY**

An aerial night photograph of a city, showing a dense urban landscape with numerous buildings and streets. A prominent feature is a multi-lane highway or expressway running vertically through the center of the frame, with long, blurred light trails from cars in both directions, suggesting heavy traffic. The city lights are a mix of warm yellow and orange from streetlights and buildings, and cooler blues and purples from the night sky and some architectural lighting. The overall scene conveys a sense of a busy, vibrant, and interconnected urban environment.

**A City as a...  
united  
living  
productive  
-- and, yes, a 'happy' organism.**



# THE WHY

**LOCAL**  
TAILORING SOLUTIONS  
TO LOCAL NEEDS

**CONNECTED**  
SEAMLESS  
INTERACTION WITHIN  
AN OUTSIDE  
GOVERNMENT

**TRUSTED**  
SAFEGUARDING YOUR  
PRIVACY

**ENGAGING**  
MAKING YOUR  
FEEDBACK COUNT

**RESPONSIVE**  
KEEPING YOU  
INFORMED, ALWAYS

**SIMPLE**  
CONNECTING THE  
DOTS

**CITIZENS**  
**COME FIRST**

# USE CASE DESIGN PARADIGM

KEY TO SUCCESS IS LEVERAGING INITIAL USE CASES TO INTEGRATE FOUNDATIONAL TECHNOLOGY THAT WILL ENABLE SCALABILITY, MODULARITY, AND EXTENSIBILITY

## USER-CENTERED DESIGN

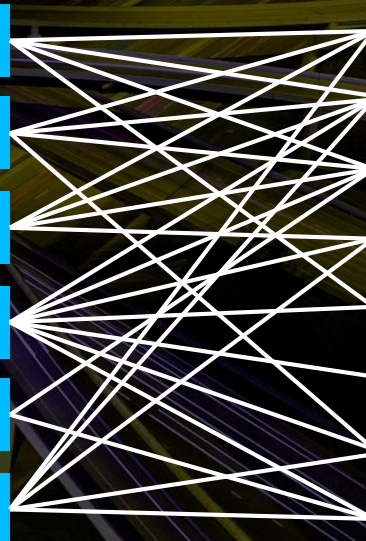
- Installation & Commissioning
- Weather Analytics
- Public Safety
- Smart Parking
- Non-Emergency Integration
- Guided Lighting

## ENABLING TECHNOLOGY

- Field Force Management
- Machine Learning
- Video Cameras
- Beacon Technology
- API Integration with City
- Motion Sensors

## EXTENSION USE CASES

- City Issue Identification
- Traffic Management
- Asset Tracking
- Smart Retail
- Smart Tourism
- Smart Healthcare
- Contextual Commerce
- Wayfinding





# THE WHY NOW



# CITIES UNDER **PRESSURE**...

## TRENDS DRIVING OPPORTUNITIES FOR POLICY MAKERS

**POPULATON  
GROWTH**

**BUDGET PRESSURES**

**DIGITAL CITIZENS**

**COMPLEX SYSTEMS**

**INFRASTRUTURE  
DEGRADATION**

# ...ARE FINDING WAYS TO DELIVER

FEDERAL GOVERNMENT SEED FUNDING

HOLISTIC APPROACH

COMMUNITY COLLABORATION

NEW FUNDING MODELS

austintexas.gov  
the official website of the City of Austin

TOGETHER IN  
ATLANTA

Chicago

BOSTON

CHARLOTTE

MIAMI



**THE OPPORTUNITY FOR YOU  
IS RIGHT UNDER YOUR NOSE**



Making sure that the City of Chicago

*WORKS FOR RESIDENTS IN EVERY NEIGHBORHOOD*

is critical to the **continued growth of our city and its economy.**

With the **support of academia and the private sector,**

we believe that CityWorks will help us improve upon

Chicago's already world-class infrastructure for

residents in neighborhoods throughout the city.



**- RAHM EMANUEL  
MAYOR OF CHICAGO**



# CITY DIGITAL, EST. MAR 2015

## INNOVATION AT THE PHYSICAL-DIGITAL CONVERGENCE IN SMART CITIES

City Digital is a collaborative partnership among leading corporations, research institutions, and the public sector that:

- Establishes and prioritizes critical areas of need
- Develops innovative solutions
- Deploys solutions leveraging Chicago as a pilot test-bed
- Facilitates scale-up and global implementation



PHYSICAL  
INFRASTRUCTURE



ENERGY  
MANAGEMENT



TRANSPORTATION



WATER  
& SANITATION

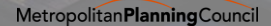
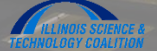
### INDUSTRY LEADERS



### UNIVERSITIES



### GOVERNMENT & CIVICS



# UNDERGROUND INFRASTRUCTURE: CITY OF CHICAGO

- 234 square miles of land
- 5,000 miles of streets and roads
- 27 underground asset owners
- 120,000 permits per year
- 9,000 miles of water and sewer mains
- 5,000 miles of natural gas pipes
- 390 miles of underground circuit miles of electric transmission
- 250,000 manholes and catch basins

# UNDERGROUND INFRASTRUCTURE: THE PROBLEM

In the US, an underground infrastructure, such as pipes and cables for water, waste water, power, gas, oil, steam, and telecommunications, is hit on average **every 60 seconds**. The total cost to the national economy is estimated to be in the **billions of dollars**.

CHICAGO

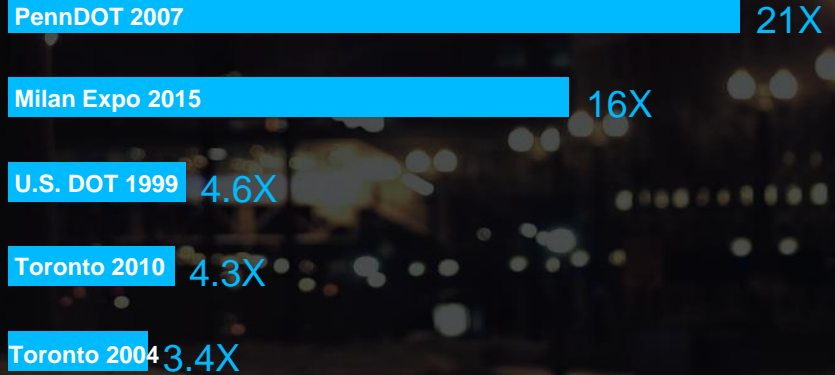


# UNDERGROUND INFRASTRUCTURE: THE PROBLEM

The problem is due to:

- Existing records are typically **15-30% off mark**
- Existing records are **incomplete** (90% don't have depth dimension)
- Maps are **not updated** after relocation of assets
- Underground assets are **not mapped and digitally managed** in a single database

# RETURN ON INVESTMENT



The rate of return for underground mapping projects ranges from 3.4X to 21X

# RETURN ON INVESTMENT



Citizen  
Satisfaction



Safety  
Costs



Construction  
Costs



Information  
Retrieval



Design  
Costs



Data  
Sharing



Information  
Security

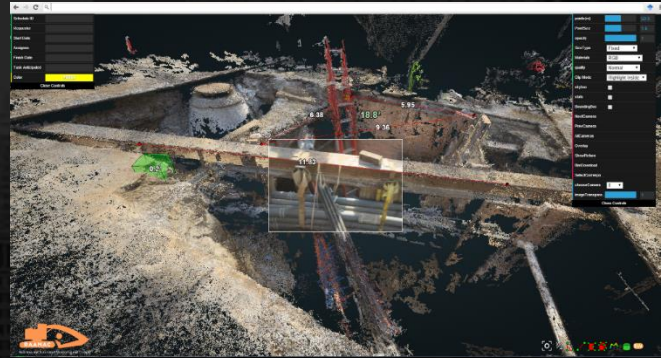


Economic  
Impact

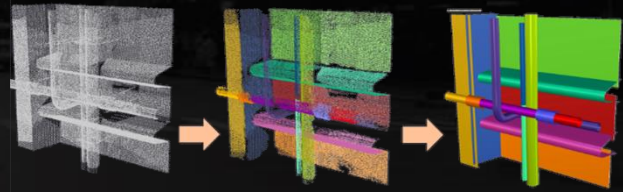


Construction  
Delays

# SCANNING TECHNOLOGY



Scanning technology to transform regular video or photos into point clouds and then transforming point clouds into 3D objects



# 3D MODELS AND VISUALIZATION

Chicago

SELECTION

### Underground Selection

Address  
Chicago  
IL 60654  
United States

41.891665°N  
-87.628021°W

GENERAL DETAILS	OWNER
DEPTH: 33ft (10m)	Owner name unavailable
AREA: 2,000 sq ft	MATERIALS
OPENED: OCTOBER 17 1943	Steel Iron Glass Concrete

CURRENT STATUS  
NO ALERTS

POWER PROVIDER ▶

WATER ▶

SEWER ▶

GAS ▶

TRAFFIC / STREETLIGHTING ▶

COMMUNICATIONS ▶

The 3D visualization shows a complex network of underground utilities in Chicago, including power lines, water pipes, sewer lines, gas lines, and traffic/streetlighting infrastructure. The network is rendered in various colors (red, blue, yellow, purple) and is overlaid on a grayscale city map. The interface includes a sidebar with metadata and a main 3D view of the network.

[Video Link](#)

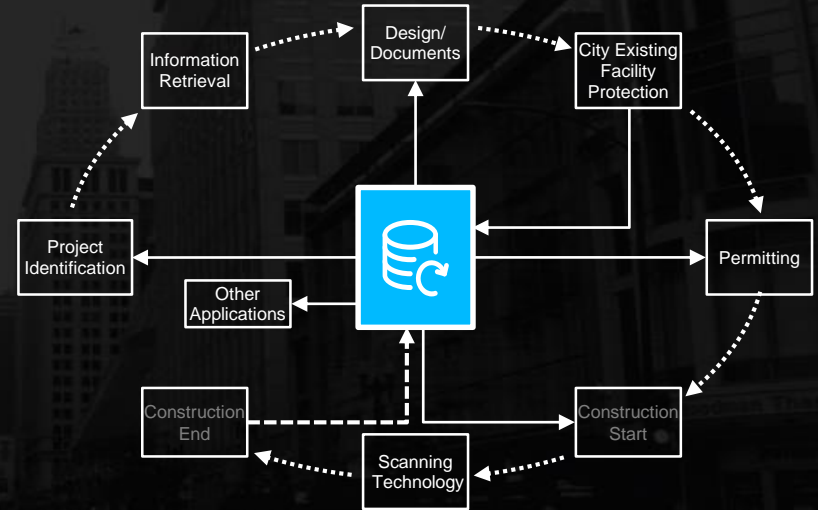
# MOBILE APPLICATION

Super-impose 3D utility data on the live view from the rear-facing camera on mobile device



Displays **spatially accurate 3D utility data** using mobile device sensors such as GPS, magnetometer, accelerometer and gyroscope

# PROCESS & GOVERNANCE



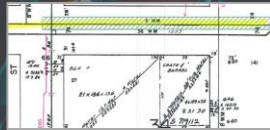
Mapping and scanning technologies are underpinned by new **processes and data governance**

# IN SUM

## Collect and Verify Data

Coordinate collection and verification of data containing underground structure from disparate sources of information:

- Existing GIS data in Excel, CAD, or other industry formats
- Field tools such as lidar and high-definition cameras

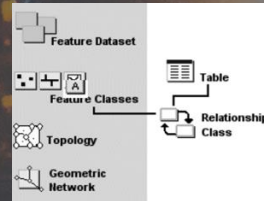


## Digitize & Maintain Data

Create virtual mapping and cataloging of underground structures

Continually maintain and enhance data to include available updated asset information

Manage & maintain secure public/private data exchange



## Visualize Data

An online portal (for desktop and mobile) provides true underground asset location (x, y, z) information to utilities, government, construction crew

The "Divining Rod" mobile application geolocates the users and displays underground assets at the user's exact location (or any other location)

Export data from the database into CAD files for use in design

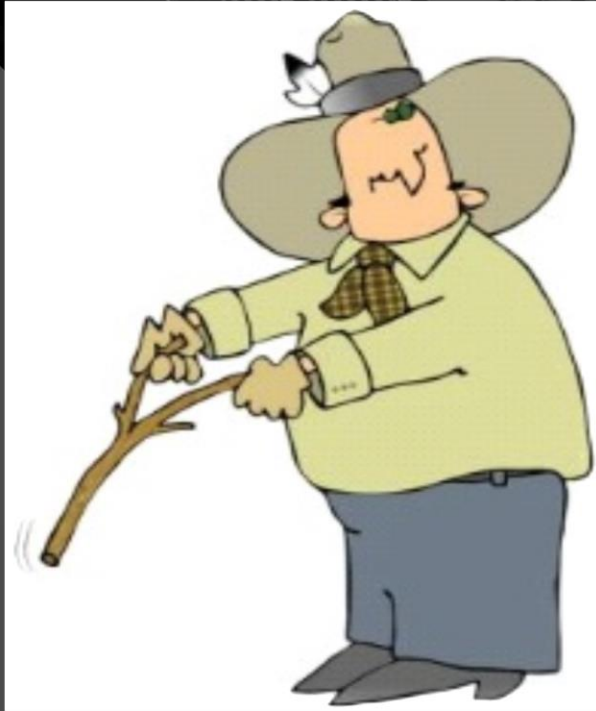
Open the data to 3rd parties to develop new services and create new revenue streams







# A DIVINING ROD FOR THE FUTURE ROLE OF UTILITIES IN IOT?





**DIGITAL TECHNOLOGY IS SHAPING  
SMART CITY SOLUTIONS LIKE NEVER  
BEFORE**

# QATAR SMART NATION

A nighttime photograph of a city skyline, likely Doha, Qatar, with several tall buildings illuminated in various colors (blue, yellow, red) and their lights reflecting on the water in the foreground. The sky is dark, and the overall scene is vibrant and modern.

The Ministry of Information and Communication Technology has a mandate to foster the use of digital technologies. However, the ICT sector is underdeveloped and current policies are not conducive to private sector growth. Accenture thus defined an **overarching Smart Nation vision** for Qatar, including key priorities, a framework, and articulation of the enablement of cross-sector smart services via a nationwide data aggregation & processing platform. This work resulted in **a clear actionable roadmap** to develop a digital cluster, a **Smart Nation Mandate** and Framework, and an outline of Qatar's Smart Nation **governance model**.

# CITY OF AUSTIN SMART CORRIDOR

A photograph of the Austin skyline at dusk, featuring several skyscrapers and a bridge over a river. The sky is a mix of purple, blue, and orange, and the city lights are beginning to glow.

Accenture has partnered with the City of Austin, Cisco, and Nokia to help deliver a transportation Proof of Concept in the Riverside Corridor, an auto-centric arterial with a diverse population. This PoC will utilize **Autonomous Vehicle (DSRC), Crowd Analytics, Video Analytics, and Fleet Management Solutions**. In addition, the initiative will create a **visualization platform** for identifying the areas with the highest payback potential from new investments in retrofits. Looking forward, this work will provide the City of Austin with new insights and data sets that will be utilized in their transportation planning and give the city a blueprint to execute future PoCs.

# CITY OF ATLANTA SMART WATER

The City engaged Accenture to implement a **Smart Water Analytics solution** to track Consent Decree project completion, leveraging **predictive analytics to prevent spills and overflows** in the sewer network, and to allow **geospatial visualization** of the City's sewer assets and **real-time sewer flow and level data** to plan both pipe rehab prioritization and preventive maintenance to maintain both smooth operations and successful consent decree closeout. An **analytics platform** was implemented, allowing the City to view a number of data sets for more comprehensive decision making in real-time.

# Smart Water Analytics Client Story

## City of Atlanta, Department of Watershed Management

### Context and Challenge

The department of Watershed Management for one of the largest metro city of US supports the largest & complex water and wastewater utility to support City and adjacent counties with their water needs. The Department has two drinking water plants, four wastewater treatment plants, six combined sewer overflow treatment facilities, and 16 sewage pump stations. There are approximately 1,600 miles of water distribution pipelines lines and roughly 2,000 miles of wastewater and combined sewers. The city's wastewater system serves more than 1.5 million people within Atlanta and the neighboring counties.

The City engaged Accenture in the implementation of a Smart Water Analytics solution to track Consent Decree project completion, leveraging predictive analytics to prevent spills and overflows in the sewer network, and to allow geospatial visualization of the City's sewer assets and real-time sewer flow and level data to plan both pipe rehab prioritization and preventive maintenance to maintain both smooth operations and successful consent decree closeout.

### Solution

An analytics platform was implemented, and allowed the City to view a number of data sets: some relatively static (from GIS, hydraulic model results), some changing less frequently (contractor project completion data) and some dynamic (SCADA, flow and level monitoring) to allow more comprehensive decision making in real-time. Predictive analytics, based on large data analysis and statistical regression analysis on sewer level, allow operators to see if there are any actions that need to be taken at specific points in the network, reducing the amount of spills.

Additionally, daily spill information, shown overlaid with completed projects show the effectiveness of completed projects, while also helping prioritize upcoming projects. These types of analytics enable the City to be more proactive, and in some cases, predictive in their analysis of data being produced from their systems, allowing them to make better, more timely decisions.

### Value

The potential benefits of the platform include:

- Reduction in sewer overflows and spills using predictive analytics
- Prioritized pipe rehab and maintenance within the sewer network to address recurring and potential issues, thus reducing customer impacts
- More effective capital spending based on analytics using historical data



**THANK YOU**



# SINGAPORE SAFE CITY TEST BED

Accenture's Safe City Solution integrates advanced analytics into existing sensors and systems to **maximize situational awareness, streamline operations and enhance response** to safety and security concerns

# BARCELONA PLATFORM FOR AN INTELLIGENT CITY

An aerial night view of Barcelona, Spain, showing illuminated buildings, streets, and a park area. The sky is dark blue with some clouds. The city lights are warm yellow and white, contrasting with the cool blue of the twilight sky. The architecture is a mix of modern and traditional styles.

Accenture has partnered with Abertis and GDF Suez to manage the operating system for the city, City Os, over the next 3 years. This integrated urban management system will allow for **improved city management, enriched services for citizens, and enhanced opportunities to build a new economy based on data**. City Os will connect various technical systems in Barcelona, including Sentilo, which manages multiple sensors across the city (like irrigation systems, acoustic management systems and more).

# AMSTERDAM SMART CITY

Accenture is a strategic and long term partner in the Amsterdam Smart City context, helping in the development and running of the program. Alliander, a local electricity grid operator, the City of Amsterdam and the Amsterdam Innovation Motor (AIM) needed to come together **to meet Amsterdam's ambitious sustainable energy and carbon reduction goals**. Accenture was a strategic partner in the development of the ASC program by providing the vision and strategy, concept development, value delivery and execution.

# FUJISAWA SUSTAINABLE SMART TOWN



As one of the partners for the Sustainable Smart Town (SST) project, Accenture developed a masterplan for a unique smart town concept that will lead the way **by installing solar panels and home-use storage batteries in every household**. Fujisawa had a vision for a “town that is connected from the start” through the optimal design and introduction of infrastructures and equipment in all city blocks.