



PROGRAM CONTACT INFORMATION

- General inquiries for NY Anchor Institutions, Municipal Testbeds and NY Technology Companies: SmartCities@esd.ny.gov.
- General inquiries for Israeli participants: Asaf.aharon@innovationisrael.org.il

PROGRAM DEFINITIONS

- **Smart City** - For purposes of this Program, “Smart Cities” are defined as any incorporated municipality (not strictly limited to ‘cities’) that leverages technological solutions to promote public health, safety, and welfare, and improves quality-of-life for the residents of the municipality, especially traditionally underserved and under resourced populations and communities. Examples of Smart Cities technologies include but are not limited to: smart sensors to streamline traffic flow to reduce vehicle idling and emissions, clean water leakage detection systems to preserve clean drinking water, LED indoor farming lights to provide proper lighting for urban agriculture, and advanced air quality monitoring systems.
- **Eligible Municipal Testbed** – Any city, county, or other local government in New York State that is prepared to support the piloting and demonstration of various smart cities technologies. Testbeds can be both physical (e.g. street poles, fleet vehicles, buildings) or virtual (e.g. government networks, websites, datasets) assets on which technologies can be demonstrated and used to improve performance or service delivery.
- **Eligible Technology Companies** - Established or startup companies or nonprofits that can pilot or demonstrate technology solutions that improve government operations or resident quality of life. All companies interested in supporting a designated Municipal Testbed project may apply through the ESD website. To be eligible for ESD funding, organizations must be registered to do business and have a presence in New York State prior to the contracting period.
- **Eligible Anchor Institutions** – These are generally not-for-profit or public research institutions with broad technological expertise across the core focus areas outlined in the partnership. Anchor Institutions include labs and research institutions, incubators, and ESD-supported innovation assets. Anchor Institutions will participate as a partner in this program, including by engaging and supporting a Municipal Testbed applicant develop a proposal, disbursing grant funds, serving as technical experts and implementing projects. Non ESD-funded institutions are welcome to apply to be an Anchor Institution, including local and national laboratories or research groups.

Frequently Asked Questions

The concept of “Smart Cities” and urban technology deployment is very broad. What types of specific project types and technology applications qualify for funding?

- While we’d like to employ the broadest definition of “smart cities” and urban technology for purposes of ensuring no NYS municipality is left out, we have identified 8 key areas that the program will specifically focus on. Those include:
 - Cybersecurity
 - Supply chain
 - Real-time utility monitoring
 - Water purification and contaminant removal
 - Smart mobility (e.g. connected, autonomous, electrified) and traffic flow systems
 - Unmanned aerial systems and drones
 - Smart agriculture and clean food solutions
 - Clean energy and environmental solutions
- The Smart Cities Innovation Partnership will consider other related emerging technologies that have a significant impact on improving operations and services at the local level should a Municipal Testbed submit a project to address this technology area.

How do Municipal Testbed applicants work with Anchor Institutions?

A list of participating Anchor Institutions will be published on the Smart Cities Innovation Partnership website. Municipal Testbed applicants should reach out to the Anchor Institutions with expertise related to the smart cities solutions or problems the applicant is interested in exploring under the program. Together, Anchor Institutions and Municipal Testbeds can develop up to three projects to be funded through the Smart Cities Innovation Partnership. Localities may decide to reach out to an Anchor Institution based on their geographic proximity, specific technology focus areas, or simply because of a prior working relationship. If a project is selected for funding, the Anchor Institution will function as the project and funding administrator, receiving funding on behalf of the municipality from NYS and distributing it accordingly.

Can Technology Companies connect with Municipal Testbeds prior to applying to the Smart Cities Innovation Partnership?

- To ensure that the integrity of the program is upheld, technology companies should not reach out to Municipal Testbeds before submitting a proposal to the program. After Technology Company solutions are matched with a Municipal Testbed and Anchor Institution both parties will be able to engage with each other to develop a full project plan. If a company has a question about program information or specific project details referenced on the website, they should submit that question to SmartCities@esd.ny.gov for a formal response.



Can you talk through the confidentiality associated with the information I provide?

- All submissions will be subject to the State's Freedom of Information Law (FOIL), which provides the public right to access records maintained by government agencies with certain exceptions.
- If you are a municipality submitting a proposal, we will only publish your project summaries and information online if you are selected a Municipal Testbed eligible for project funding; up to 5 Municipal Testbeds will be selected. Before publishing that information, we will consult with you to ensure non-public information is not shared.
- If you're a company submitting a proposal, please mark any confidential information, trade secrets or other intellectual property appropriately in the instance that your submission is requested under FOIL. In those circumstances, content that is appropriately marked a confidential may be withheld.

Can you explain the incentives associated with program participation?

- For Municipal applicants, the program offers NYS recognition and funding, technical and strategic support from Anchor Institutions, and the opportunity to engage with world-class technology companies.
- For Anchor Institutions, the program offers an opportunity to support and co-lead the delivery of game-changing technology pilots across diverse municipalities around the state to improve resident quality of life.
- For Technology Companies, the program offers an opportunity to partner with local governments across the most innovative state in the country to validate and deploy emerging technologies for public good. Beyond project support and funding, validation in New York State enables small startups and large incumbents alike to demonstrate credibility in the fast-growing urban technology and smart cities industry space.

How does the Smart Cities Innovation Partnership overlap with other NYSTAR programs?

- Participants of the Smart Cities Innovation Partnership can leverage the NYSTAR innovation ecosystem to develop and launch smart cities solutions. The NYSTAR network is comprised of over 70 assets that offer expertise, equipment, location and other resources necessary for the commercialization of technologies. We encourage interacting and collaborating with the NYSTAR network. For more information about the different assets available within NYSTAR please go to: <https://esd.ny.gov/doing-business-ny/innovation-development-support>.

How should my organization think about bringing partners to support our submission?

- If you are a Municipal Testbed applicant, partnering with an Anchor Institution in your submission is required. Additional partnership support, from community organizations, resident groups, and nonprofits, is a positive sign that your projects have local support.
- If you are a Technology Company, you may pursue partnerships or letters of support from community organizations, resident groups, or nonprofits in the Municipal Testbeds where you plan to pursue a project. Similarly, you may submit a joint proposal with another company as a combined submission where your technologies, business models, or approaches are a strong match.

How do you define a “SMART” city? Do small towns or counties count?

- For purposes of this Program, “Smart Cities” are defined as any incorporated municipality (not strictly limited to ‘cities’) that leverages technological solutions to promote public health, safety, and welfare, and improves quality-of-life for the residents of the municipality, especially traditionally underserved and under resourced populations and communities. Examples of Smart Cities technologies include but are not limited to: smart sensors to streamline traffic flow to reduce vehicle idling and emissions, clean water leakage detection systems to preserve clean drinking water, LED indoor farming lights to provide proper lighting for urban agriculture, and advanced air quality monitoring systems.
- Using a broader framework, we believe a project that is effectively “SMART” incorporates all or most of the following elements:
 - Sustainable: Considers environmental impacts and furthers New York’s green goals
 - Modern: Incorporates best-in-class technological solutions and approaches, making life easier, simpler, more convenient, and more efficient for residents
 - Accountable: Leverages direct input from residents and communities throughout design and implementation, and abides by clear privacy and security standards
 - Reliable: Delivers services predictably, meeting residents’ most basic and reasonable expectations
 - Thriving: Contributes to local economic growth wherever it’s deployed

Who are judges or panelists for this? What are the evaluation criteria?

- Evaluation of Municipal Testbed and Anchor Institution applications will be led by representatives from Empire State Development and the Governor’s Executive Chamber team. They may consult additional internal subject matter experts as needed.
- Evaluation of Technology Company proposals will also be led by representatives from Empire State Development, the Governor’s Executive Chamber team, and representatives from the Anchor Institution and Municipal Testbed where the project would take place. For Israeli companies, Israel Innovation Authority will provide input and insight based on their understanding of their performance and expertise in the Israeli market. However, final determinations on proposal selections will be made by New York State.

Can you describe the program schedule and general expectations from round to round?

- Please refer to the schedules posted on the main page of our website. We will make all updates there.

Do companies need to have commercialized products in order for them to participate? What if their products are in development stage or only prototype stage?

- We encourage companies with products in different stages of development to propose solutions as they see fit. If a product or solution has not been demonstrated in a real-world or commercial environment, companies are expected to offer data points, case studies, or other information that would demonstrate its viability to deliver on the stated goals of the Municipal Testbed project they want to pursue.

Can a Technology Company submit multiple proposals for different projects within the same Municipal Testbed? Can a company submit proposals for different Municipal Testbeds?

- Yes, a Technology Company may submit a proposal across any of the Municipal Testbeds chosen. There is no cap on the number of projects to which a Technology Company may apply.



Do companies need to clear any certifications or regulatory approvals to participate? Do companies need to be incorporated in the United States?

Any Technology Company or organization receiving grant funding to deliver a pilot project with a Municipal Testbed in New York State should be certified to do business in New York State. Companies should have or will have, upon project award, a presence in New York State.

What types of Technology Companies are you looking for? Do I need to have experience working with the public sector to participate?

- We are open to all innovative Technology Companies or organizations with a demonstrated expertise in the project area for which they are submitting a proposal. Small startups, mid-sized companies, large technology incumbents, and untraditional technology-focused nonprofits are all welcome. Experience working with public sector clients is not required.

Will a selected Technology Company have access to existing City-owned land, infrastructure, and technology?

- Yes. If a Technology Company is selected to deliver a project in a Municipal Testbed they will have access to a physical or virtual space outlined in the Testbed project to deploy their solution and gather data that demonstrates its effectiveness for improving government operations or resident quality of life.