



Smart
Cities
Council



**SOLUTION
PROVIDERS**

Join Us.

ABOUT US

The Smart Cities Council is the longest running global partner network of smart cities solution providers.

For more than 8 years we have been a trusted vendor-neutral advisor, creating some of the worlds most referenced smart cities resources, that help cities build:

- confidence and tools to procure best-practice solutions
- capacity to improve the liveability, workability and sustainability of their communities
- an ecosystem of leaders and collaborative smart cities practitioners
- a network of peers to facilitate knowledge exchange backed with relevant data
- access to extensive resources on the web and at our gatherings.

Our partners represent a diverse ecosystem, including:

- major industrials
- construction and engineering
- public sector advisory
- global technology leaders
- telecommunications companies
- utilities
- multinational transportation companies
- innovative start ups.



JOIN US TO...

Grow Brand Awareness

Publish your thought leadership, news, case studies and videos through our world-leading platforms: our website, newsletter, podcast, YouTube channel and relevant publications such as Guidance Notes and featured editorial projects to be downloaded and viewed as cities build out their smart cities projects.

Nurture your Partner Ecosystem

Showcase your solutions at our conferences and online events to engage directly with cities and other demand-side customers. You will be invited to attend meetings, think tanks, discovery sessions and other cross-sector forums. You will also have the opportunity to join cross-sector and partner-only Task Forces, Communities of Practice and 'collaboratives'.

Accelerate Business Development

Let our data-driven approach bring you into the conversation with decision makers ready to act on plans and projects. Participate in our workshops, conferences and events where you'll have the opportunity to share solutions, gather intelligence and contribute to opportunities that shape the direction of projects as they develop.



PARTNERSHIP TIERS AND FEES

Global Partner

Receive maximum exposure worldwide. You receive full benefits and preferential participation across all regions (North America, India, Europe, ANZ and South East Asia).

\$42,500

Regional ANZ Partner

Receive full benefits across the Australia/New Zealand region and with preferential participation in local activities and publications.

\$12,500

Innovation Partner

For smaller Australian companies with sub \$3M in annual turnover seeking access to limited benefits.

\$5,000

New Zealand Only Partner

As with Regional ANZ Partner, but for New Zealand only.

\$5,000

*Fees are in AUD and +GST.



BENEFITS

To all partners

NETWORKING

- Bi-monthly partner networking sessions
- Participation in Communities of Practice and Task Forces

SMART CITIES WEEK

- Free passes based on partnership tier
- Early access to sponsorship opportunities
- Entry into Smart Cities Awards program

SMART CITIES ACTIVATOR

- Annual access to the worlds leading smart cities project development and project exchange platform

PARTNER ONLY E-NEWS

- Monthly E-News sharing insights and opportunities to engage and showcase

COLLABORATIVE ENGAGEMENT PROJECTS

- Free seats in up to four sessions per year based on partnership tier
- Deep engagement and knowledge exchange with cities
- Intelligence gathering opportunity

SMART CITIES ACADEMY

- Up to six complimentary seats per year for foundation module series based on partnership tier
- Free access to Practitioner Certificate exam
- Participation in SCC activities provides continuing education hours

WEBUILDSMARTCITIES.COM

- Company listing
- Up to six case studies, showcased globally depending on partnership tier

IN-REVIEW SESSIONS

- Participation in review panels with cities, based on your partnership tier

Tiered benefits for partnership levels are outlined on the following page.

TIERED BENEFITS

	GLOBAL	ANZ REGIONAL	INNOVATION	NEW ZEALAND ONLY
Free delegate passes to any Smart Cities Week event in any region	4	3	1	1
Sponsorship discount	20%	10%	N/A	N/A
Access to Smart Cities Activator platform and project data	Yes	Yes	No	No
Articles and guest editorials online and in newsletter	12	6	3	3
Listing on webuildsmartcities.com	Yes	Yes	Yes	Yes
Case studies on webuildsmartcities.com	6	4	2	2
Access to partner-only events and forums	Yes	Yes	Limited	Yes
Interviews on Smart Cities Chronicles podcast	6	4	1	1
Complimentary seats at Smart Cities Academy Foundation module series	6	4	1	2
Opportunity to give showcase presentations at events (excluding Smart Cities Week)	Yes	Yes	Limited	Yes
Complimentary seats at collaborative project engagement sessions	6	4	1	2
Invitations to city project review sessions	6	4	1	2

The core benefits of SCC partnership are summarised above. Please contact us for a full briefing on international and national activities for the coming year.



ADDITIONAL BENEFITS

As a partner of the Smart Cities Council you will have the opportunity to submit to the Annual Smart Cities Awards program.

This is the region's leading awards program recognising and celebrating best practice in the use of technology and data as an enabler for good.

Categories are available for the public, private and academic sector. And as of 2021 this Awards program will be open only to organisations within the Smart Cities Council partnership ecosystem.

You will also have the opportunity to access priority status to speak at Smart Cities Week San Diego and Washington DC.

The SCC regularly creates knowledge resources such as Guidance Notes and other publications in collaboration with its partner companies. We invite you to propose mutually reinforcing opportunities with the Council in creating quality content.

You will receive invitations to annual convening's such as the Smart Cities Policy Think Tank and Smart Cities Investment Forum.

Preferential participation is offered to partners to regular discovery sessions on emerging topics, like Digital Twin, smart mobility, civic innovation and the like.

Our partners will enjoy advanced access to new programs and initiatives, such as new Smart Cities Academy modules, Activator templates and other support material.

You will also be acknowledged and have the opportunity to be part of (at no further cost) strategic data leadership initiatives, such as the Digital Twin Hub - www.digitaltwin.com.au

THE VALUE OF PARTNERSHIP

SMART CITIES ACADEMY

The region's only smart cities credential, recognising not only your knowledge, but also ongoing contribution to the agenda through the Practitioner Certificate program. Each seat at the Academy's foundation series is valued at \$395.

SMART CITIES WEEK

This event is the region's premier gathering of policy makers and practitioners coming together to share knowledge, explore opportunities and network. As a partner of the SCC you will enjoy complimentary tickets valued at \$1,200 each.

COLLABORATIVE ENGAGEMENT SESSIONS

With four sessions per year, these multi-week deep dive sessions are a unique opportunity. We bring a cohort of cities together with our partners to advance project roadmap's using the Smart Cities Activator platform. You will have the opportunity share your knowledge and network with fellow ecosystem partners and cities.

GLOBAL LEADERSHIP

Our showcase website webuildsmartcities.com is the go-to resource for international clients seeking to connect with the best in Australia and New Zealand. Partnership with the SCC provides invaluable brand awareness across the world.



THE VALUE OF PARTNERSHIP

Smart Cities **ACTIVATOR**

As a Global and Regional partner you will have annual access to the world's leading smart cities project collaboration and exchange platform, valued at \$12,000. You will be able to scan the meta data of hundreds of smart cities projects around the world.

The Activator is also a library of project templates, which you can use to help advise your customers on their smart cities journey.

You can also build your own project templates, brand them, and share among cities and other stakeholders. As both a demand and supply side tool, the Activator is unique in every way.

Ready?

head to...

smartcitiescouncil.com

and click on

JOIN US.



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