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15-18 OCT 2023 DUBAI HARBOUR

GOVTECH ROUNDTABLE

Exploring the possible opportunities and challenges in the synergistic collaboration of startups and government entities driving transformational change

StrategyConnect served as a knowledge partner for the roundtable.

Interactions with **Mr. Chetan Choudhary**, government stakeholders & startup founders.

Executive summary

The following report covers the insights and discussions that took place during the GovTech Roundtable at this year's GITEX/Expand North Star event in Dubai. It was an exclusive, invite-only, closed-door conference which was conducted under the principles of the Chatham House Rule.

The Government, with defined boundaries on procedure and need for mature vendors, finds it difficult to harness such innovation early enough. This also makes it difficult for young innovative ideas to meet the minimum requirements of usual government procurement and compliance. The roundtable brought together key stakeholders from the government entities and service providers of government services in direct contact with some proven and successful startup founders, to discuss the opportunities and the challenges in such collaboration - starting with discovery, engagement and brainstorming of life changing solutions for the public.

The session explored how Governments can benefit from embracing digital processes and creating forward-looking regulations with a commitment to co-create solutions for the future. The roundtable conversations touched upon the various aspects of the different businesses and startups that possibly need support for innovation and growth by the government. It touched upon whether startups across the roundtable could collaborate and build solutions that can help each of their end users.

Key takeaways:

- Building of a platform that fosters collaboration between governments and startups. The platform aims to create ease of communication between different stakeholders, startups, and government entities.
- Creating an open environment for further collaboration and communication between government entities and startups
- Fostering deeper tech innovation in startups via co-creation opportunities and advocating for sandbox testing to pilot GovTech products in controlled environments before public rollout. This also helps to de-risk the traditional procurement processes.
- Government entities ought to prioritize modernization and digital transformation endeavours to optimize data access, fostering scalability and cost-effectiveness. This strategic approach enables the development of user-friendly applications and comprehensive one-stop solutions, enhancing accessibility and convenience for citizens.
- Facilitating collaboration by ensuring that intangible assets are protected and registered. This way startups can work effectively with government entities as stricter IP controls encourage investment and builds trust. Hence, provide a more conducive environment for the end users.

About The Participants

The session saw participation from governmental and global startup industry figures. The session was chaired by His Excellency Mohamed BinTaliah, Chief of Government Services, Government of UAE, from the PMO's office.

The participants included - H.E Abdulaziz Al-Raisi, Ministry of Justice, H.E. Dr. Abdul Rahman Al Maeeni, Ministry of Economy, Dina Fares, Department of Digital Ajman, Saeed Al Falasi, Dubai Future Foundation, Dr. Noah Raford, EMIR. From the startup side, the participants included - Abhinav Gupta, CEO, Cars24 Arabia, Neeraj Gupta, CEO, PolicyBazaar, UAE, Vishal Gondal, Founder and CEO, GOQii, Raeez Hafez, CEO, EL Grocer, Adam Ridgway - Founder and CEO, ONE MOTO. The session was moderated by Chetan Choudhary, Managing Partner, Wheelhouse Venture Partners. The session was organized by Prashant K. Gulati (PK), Entrepreneur | Technology Evangelist, Founder, The Assembly; Founder, SmartStart Fund.

Chair- His Excellency Mohamed BinTaliah, Chief of Government Services, Government of UAE

His Excellency Mohamed Bin Taliah, the Chief of Government Services UAE oversees the development of government services through designing and implementing programs that ensure providing consistent high-quality services to customers through the "Emirates



Government Service Excellence Program" (EGSEP), which focuses on promoting government services efficiency and improving customer experience.

HE Mohamed BinTaliah also oversees the implementation of several programs like the Khadamati System, the Best M-Government Award, an international annual award recognizing government entities, students, and startups for their innovative solutions in the field of smart applications, apart from this he also oversees the Global Star Rating System.

H.E. Dr. Abdulrahman, Ministry of economy

H.E. Dr. Abdulrahman has a Ph.D. in Geology and Geological Engineering from Colorado School of Mines, USA, 1995. He started his career in Dubai petroleum Company in 1996.



H.E. Dr. Abdulrahman has over 23 years of experience in executive roles in Public and Private sectors and across various industries (spanning Oil & Gas & banking, etc.). He served previously as Executive Vice President of Business Development – New Smelters in Dubai Aluminum Company (DUBAL).

Dina Fares, Department of Ajman



Dina Fares, working currently as the Acting Director General of the Department of Digital Ajman. Her expertise, proactive approach and hands-on experience have set the trajectory for continuous successful completion and implementation of the Digital Transformation Plan of the Emirate of Ajman

Saaed Al Falasi, Executive Director – Future Design & Acceleration



Currently, Saaed is the Executive Director – Future Design and Acceleration at Dubai Future Foundation, an innovation ecosystem formed by the Dubai government to challenge the status-quo and design a future-ready city powered by innovators and disruptors. In this role, he leads the Dubai Future Accelerators (DFA), Area 2071, & Dubai Future Labs.

Most notably, he spearheads the accelerator program that connects government entities with technology companies, start-ups, and

entrepreneurs from all over the world to work closely with decision-makers in Dubai to tackle and solve current and future challenges through cutting-edge technologies such as AI, IoT, Blockchain, etc.

H.E Abdulaziz Al-Raisi, Assistant Undersecretary for Support Services, Ministry of justice

H.E. Abdulaziz Al-Raisi, serves as the current Undersecretary for Support Services at the esteemed Ministry of Justice. With his experience & strategic acumen, he has been instrumental in driving initiatives focused on embedding technology to drive seamless changes. His visionary leadership extends beyond conventional boundaries, driving innovation & efficiency.

Organizer - Prashant K. Gulati (PK), Entrepreneur | Technology Evangelist, Founder, The Assembly; Founder, SmartStart Fund



Prashant K. Gulati (popularly known as PK) is an entrepreneur, idea accelerator, angel investor, mentor, and writer with interests in innovation, startups, entrepreneurship, technology, mobility, wireless, intelligent buildings, online media and more.

In addition to serving on boards of several startups and community initiatives, PK is an active Angel and early-stage investor with a nose

for fresh ideas. He is a mentor, providing guidance and advice to founders at various levels. He has been associated with a large number of successful startups and has an active portfolio in the US, Middle East and India.

PK has also been an influencer in the technology community in the Middle East, Silicon Valley as well as the Indian subcontinent. He is well connected with technology leaders and influencers of the region and is a respected voice and a trendspotter for leading edge technological innovation. A postgraduate with Honors in Computer Science and Management, PK has been residing in Dubai for more than 20 years now.

Moderator, Chetan Choudhury, Managing Partner, Wheelhouse Venture Partners

Currently, Chetan Choudhury is the Managing Partner, Wheelhouse Venture Partners, where he focuses on government innovation, GovTech, program/project management, strategic planning, business transformation, technology strategy, and implementation.

He has 15 years of experience in strategy, technology, public policy, finance, social enterprise across USA, Canada, UAE, and India. He has also been the Associate Director, Management Consulting, and later Director Advisory Services for KPMG US. He has also been the Advisor for the Prime Ministers' Office of UAE for four years before transitioning to his current role as the Managing Partner, Wheelhouse Venture Partners.

Noah Raford, Futurist



Noah Raford is an American futurist, entrepreneur, and strategist known for his work in foresight, innovation, and organizational transformation. He holds a PhD in management of complex systems from the Massachusetts Institute of Technology (MIT) & has worked with various government organizations, startups, and multinational corporations.

Raford is particularly recognized for his role in the United Arab Emirates (UAE) government, where he served as the founding Chief Operating Officer and Futurist-in-Chief at the Dubai Future Foundation, and senior advisor to the UAE Prime Minister's Office.

Abhinav Gupta, CEO, Cars24 Arabia



Abhinav Gupta, based in Dubai, United Arab Emirates, is currently a Chief Executive Officer at CARS24 Arabia, bringing experience from previous roles at CARS24. Abhinav Gupta holds a 2009 - 2011 Master of Business Administration in Management from Indian Institute of Management, Calcutta.

Neeraj Gupta, CEO, PolicyBazaar, UAE



Neeraj Gupta, based in Dubai, United Arab Emirates, is currently a CEO at Policybazaar UAE, bringing experience from previous roles at PolicyBazaar, Policy Bazaar and Wipro Technologies. Neeraj Gupta holds a 2008 - 2010 MBA in Management Studies @ SVKM's Narsee Monjee Institute of Management Studies (NMIMS).

Raez Hafez, CEO, EL Grocer



Hafez brings over 25 years of experience in managing large-scale technology developments and leading large commercial operations. He leads the company's regional expansion as well as contributing to the evolution of EL Grocer into a tech-driven company, continuing to lead its digital transformation for the retail sector.

Vishal Gondal, Founder and CEO, GOQii



Vishal Gondal is an Indian Entrepreneur and angel Investor. He is the founder and CEO of GOQii. He founded the game development & publishing company Indiagames, which he sold to DisneyUTV Digital, a subsidiary of The Walt Disney Company India in 2011. He briefly had served as the Managing Director of the Digital Division of The Walt Disney Company India from September 2012 to June 2013.

Adam Ridgway - Founder and CEO, ONE MOTO



A father, keynote speaker, focused entrepreneur, owner of an award-winning EV company ONE MOTO, specializing in sustainable product development, tech-driven vehicles, delivering the future of mobility to the everyday commuter and logistics sector. Has a modest portfolio of 4 start-up companies under The MEDIACUBED Group.

About Optimistix Ventures

Optimistix, founded in 2003, has been a part of the growth of Dubai and the region into a hub of innovation and world-class events. From the earliest days of development of Dubai, the founding team worked to build the technology behind the iconic milestones like Burj Al Arab, Emirates Towers, Emirates Palace, Dubai Internet City, Burj Khalifa, Emaar developments and the like, and to the latest institutions like Dubai Future Foundation, In5, Hub71 and the UAE PMO.

The team expertise is around creating, ideating and execution of innovative ideas and activations, especially around events and displays, of global impact and substance. Our expertise extends into content, talent, technology, innovative activations, production and complete execution of speciality events like World Government Summit, GITEX, and Expand North Star to name a few.

About StrategyConnect

StrategyConnect participated as the knowledge partner for the round table. StrategyConnect deploys specialized talent on-demand. As one of the largest networks of independent consultants and industry experts, it is driving the adoption of a flexible workforce across the Middle East. It aims to rapidly connect organizations with the precise expertise they need. The company boasts of being a provider of meticulously vetted consultants to well-known projects such as the NEOM, Abu Dhabi Early Childhood Authority and other well-known institutions.

UAE's Vision of Innovation:

United Arab Emirates has rapidly emerged as a global hub of innovation and entrepreneurship. Its strategic location, business-friendly policies, and forward-thinking vision have attracted entrepreneurs, investors, and tech enthusiasts from around the world.

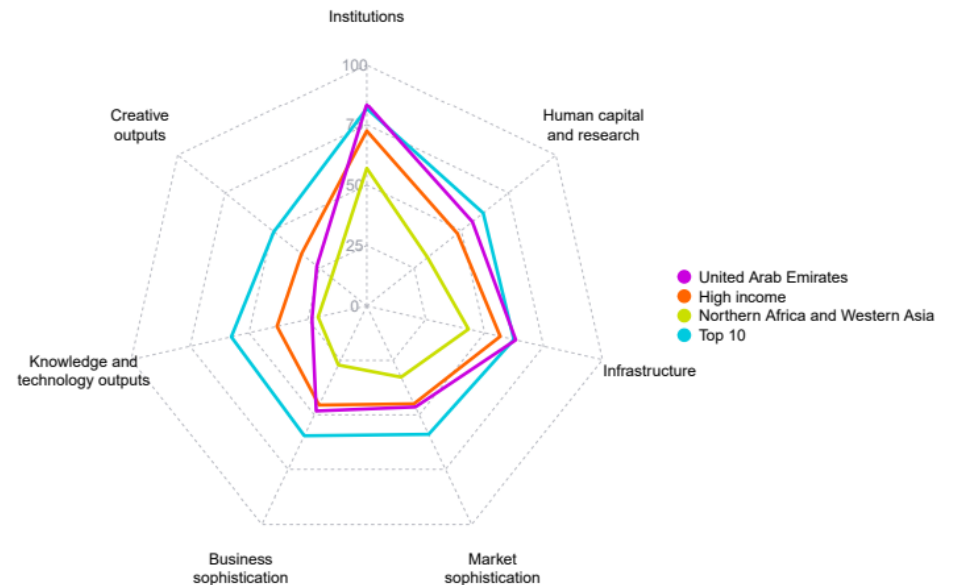
This started two years back with the **UAE Vision 2021**. It is a comprehensive agenda that outlines the country's goals across various sectors. **Innovation is a central pillar of this vision**, reflecting the leadership's commitment to building a knowledge-based and innovation-driven economy.

The UAE's **total investment in innovation is estimated at AED14 billion yearly**, AED7 billion of which are allocated for Research and Development.¹ It is **ranked 31 globally** and 1st regionally in the **Global Innovation Index 2022**. The overall rank improved by 2 positions from last year and continues to lead the Arab region for the 7th consecutive year.

The UAE has cultivated a vibrant start-up ecosystem, attracting entrepreneurs and innovative minds from around the world via a network of incubators, accelerators, and connectors. It has attracted significant investment in technology companies from global venture capital firms, private equity funds, and angel investors via global events and conferences.

¹ UAE National Innovation Strategy - [moei.gov.ae](https://www.moei.gov.ae/assets/download/1d2d6460/National%20Innovation%20Strategy.pdf.aspx). Available at: <https://www.moei.gov.ae/assets/download/1d2d6460/National%20Innovation%20Strategy.pdf.aspx>

UAE as per the Global Innovation Index (GII) report surpasses even the high-income economies in 5 out of 7 GII pillars namely: Institutions, Human Capital and research, Infrastructure, Market sophistication, Business sophistication, Creative outputs, and Knowledge & Tech outputs.



Source: *Global Innovation Index, 2022*²

² *Global Innovation Index 2022 - UAE*. Available at: https://www.wipo.int/edocs/pubdocs/en/wipo_pub_2000_2022/ae.pdf

Unlocking Innovation: Advantage of Government-Startup Partnerships:

One of the key ingredients in Dubai's success story is its focus on partnerships. The city has fostered a collaborative environment where government entities, private organizations, and entrepreneurs work hand in hand to drive innovation. By encouraging partnerships, Dubai has created a support system that provides startups with the necessary resources, mentorship, and networking opportunities to thrive.

“Dubai is a place where partnership is not just a nice-to-have, it's a must-have. It's through collaboration that Dubai has built its success and continues to push the boundaries of innovation.”

- Former U.S. Consul General In Dubai³

It was also one of the key features of the GovTech roundtable. The question arose on what can be done so that there is further ease of doing business and ease of communication.

Dubai Innovation Index considers “**Agile government**” an important and significant pillar of innovation in cities⁴. Governments should innovate to better serve their citizens and stimulate innovation in

³ *Embracing the future: What's coming for Tech and innovation in the region*, LinkedIn. Available at: <https://www.linkedin.com/pulse/embracing-future-whats-coming-tech-innovation-region/>

⁴ *Dubaichamber, Dubai Innovation Index*. Available at: https://www.dubaichamber.com/wp-content/uploads/2021/DII_Report_2019-2020.pdf

the private sector by responding quickly and effectively to market needs. Especially in 2020, during the pandemic when governments were obliged to respond quickly.

Technology companies and small and medium enterprises (SMEs) are playing a massive role in partnering and collaborating to upgrade government's interfaces with citizens and businesses. **The UAE was ranked first in Arab region and 13th globally in the overall UN E-Government Development Index (EGDI), which assesses countries' progress in providing e-government services and digital connectivity to their citizens.** The UAE's overall global rank improved by 8 positions from the previous edition and continued to lead the region.⁵

Partnering with startups can help governments become more agile and nimble. Together, both can collaborate powerful synergies and help execute tasks which are difficult to execute otherwise. Startups have the power of hustle and problem solving better than any other institution be it government or legacy corporates. The entrepreneurial spirit, technological expertise, and user-centric solution building capability of startups are considered as critical assets. On the other hand, government entities provide funding support, data & resources, scale, and regulatory support to facilitate key processes & drive transformative change that benefits our citizens & our communities.

⁵ *The UN E-government survey | The Official Portal of the UAE government*. Available at: <https://u.ae/en/about-the-uae/uae-competitiveness/the-uae-in-egovernment-development-index>

A Dive into UAE's Initiatives for GovTech Transformation

- **Dubai Startup Hub (2016)**

The Dubai Startup Hub is an initiative of Digital Dubai. It has a three-winged approach to encouraging startups in the region. First, the Global Blockchain Challenge has been inviting blockchain startups from across the globe to display their latest blockchain innovations which can be potentially implemented in Dubai. The other wings are Dubai Smart City Accelerator and Dubai Future Accelerator.

دبي للمشاريع الناشئة
DUBAI STARTUP HUB

- **Smart Dubai Initiative (2016)**

Smart Dubai, an initiative to transform Dubai into a smart city, involves collaboration with startups to implement innovative solutions in areas like smart governance, mobility, health, and education. Since its inception, Digital Dubai has launched over 130 initiatives in partnership with government and private sector entities. Some key initiatives include, the Dubai Data Initiative, the Dubai Blockchain Strategy, the Happiness Agenda, the Dubai AI Roadmap and the Dubai Paperless Strategy.

دبي الذكية
SMART DUBAI
لحياة أفضل
HAPPY LIVING

- **Dubai Future Accelerators (2016)**

Dubai Future Accelerators (DFA) facilitates co-creation between startups, private entities and government to work on prespecified challenges relevant to our future. DFA combines startups' innovation and agility with the scale of forward-thinking public and private sector organisations. Predictive crime analytics and traffic patterns, wastewater treatment and irrigation, robotics and AI applications in energy, and mobility infrastructure were some of the challenges in the spotlight for cohort 6 which started in 2019.

مسرعات دبي المستقبل
DUBAI FUTURE ACCELERATORS

- **Partnership with Global Accelerators**

UAE government has collaborated with international accelerators and innovation programs to attract global startups and promote cross-border innovation. For e.g.: India Accelerator, a seed funding group, will partner with USA-based global accelerator to setup an incubator under Dubai SME (a government body), which will aim to support around 25 startups each year starting 2023.

- **Government Innovation Labs**

The Dubai Government Innovation Framework has led to the set-up of 25 innovation labs by the Government. The coordinator between these labs is the Mohammed Bin Rashid Centre for Government Innovation (MBRCGI). This helps to discuss ideas with specialists and subject matter experts and developing immediate solutions for many challenges faced by some sectors including education, health, social affairs and others, using creative patterns to generate innovative solutions.

مركز محمد بن راشد
للمبتكرات الحكومية
MOHAMMED BIN RASHID CENTRE
FOR GOVERNMENT INNOVATION

- **Dubbed DP3, a digital platform for PPP framework (2023)**

It was at GITEX 2023, Department of Finance (DOF) for the Government of Dubai launched a digital platform for managing projects within the public-private partnership (PPP) framework. The platform is specialised in managing partnership projects implemented between the public and private sectors, during all stages: the project identifying and studying, through to completing its implementation, and commencing its operation. The platform is concerned with government entities that intend to implement partnership projects between the public and private sectors in the Emirate of Dubai.

DP3

Navigating GovTech Challenges & the Way Forward:

The roundtable conference revolved around the challenges faced by both government enterprises and startups in creating this synergistic collaboration. Recommendations facilitating the joint pursuit of innovation and overcoming such challenges were also a part of the discussion.

#Challenge 1: Risk aversion to new untested technology in government procurement process

Recommendation: Foster sandbox testing & co-creation

Sandboxing: Traditional procurement cycles may not allow for thorough testing of new technologies before full-scale implementation. This limitation can hinder the exploration of innovative solutions and technologies. Governments should therefore ensure plentiful opportunities to award **smaller contracts** and to pilot GovTech products in a controlled environment, such as sandbox testing. They can thus mitigate delivery-related risks and consider appropriate regulation prior to public roll-out. Several tech solutions across the world have been tested in a sandbox, a controlled environment before launching them in the market. Some examples are Dropbox, Etsy, Airbnb and Twitter.

As per a study conducted by Bank for International settlements: In UK, fintech **firms entering the sandbox see an increase of 15% in capital raised post-entry**. Their probability of raising capital increases by 50%. Sandbox entry also has a significant **positive effect on survival rates and patenting ultimately leading to innovation**.⁶

⁷ *Sandboxing, Catalytic Capital and talent hub: Dubai's innovative approach to economic growth* (no date) *The Economic Times*. Available at:

Regulatory sandboxes: Regulatory sandboxes are controlled environments similar to other sandboxes. However, they have the added advantage of regulatory oversight. A regulator keeps a close watch on the development of solutions in the sandbox.

Case in point



Dubai government realised that virtual assets are here to stay. To ensure early adoption, a route of sandboxing and regulations was adopted, and the Virtual Asset Regulatory Authority (VARA) was set up. Within one year, a full set of regulations was developed with checks and balances and the right control and guidance to allow startups to experiment and grow. The government's aim is to repeat this experiment for other sectors, such as AI, mobility and urban planning.⁷

Co-Creation: Co creating objectives & scope of GovTech project via innovation challenges, focus group discussions, and workshops can allow government to mitigate risks associated with new technology. Structuring consortiums for end-to-end solutions on complex projects will help bring diverse entities together to develop a holistic approach to GovTech.

Case in point

A discussion between the participants at the roundtable conference highlighted the synergistic advantages of co-creation when a car marketplace provider and an insure-tech provider instantly explored the possibilities of co-creating payment solutions with oversight of a government entity.

<https://economictimes.indiatimes.com/news/international/uae/sandboxing-catalytic-capital-and-talent-hub-dubais-innovative-approach-to-economic-growth/articleshow/105207159.cms>

#Challenge 2: Resource intensive development of digital solutions due to inflexible and non-scalable IT infrastructure

Recommendation: Streamline Access to Data & Query

Streamlining access to data: Government organizations at all levels are focused on modernization and digital transformation efforts. A safer route with a **faster return on investment** is to use application programming interfaces, or APIs, that allow data sharing across multiple apps, databases and business needs. This allows them to keep legacy systems that are still valuable and use APIs that link them to new SaaS-based applications and databases as needed.

APIs can serve as a new digital PPP model in the following ways.⁸

- Private companies can create a more user-friendly app for citizens to access government services. Governments only need to develop core technologies and leave the UI/UX to private parties.
- APIs can lead to the **creation of one-stop solutions** for citizens and businesses to identify the correct government entity that can handle their queries.

⁸ How an API integration platform lets government agencies modernize faster with lower risk (2022) GovTech. Available at: <https://www.govtech.com/sponsored/how-an-api-integration-platform-lets-government-agencies-modernize-faster-with-lower-risk>

⁹ Thinking about GovTech - Bennett Institute for Public Policy. Available at: https://www.bennettinstitute.cam.ac.uk/wp-content/uploads/2020/12/Thinking_about_Govtech_Jan_2019_online.pdf

- APIs are also **highly scalable** which helps governments easily scale up their load through increasing the number of cloud resources. With modern cloud infrastructure this can be done on-demand. The fees incurred are also mostly dependent on utilized resources, making it a **cost-effective solution**.

In the long run, the future of GovTech depends upon governments developing core digital infrastructure upon which start-ups and other providers can easily build. Digital infrastructure is ‘the purpose-built large-scale networked information and communication technologies that have a scope and reach beyond a single site or practice. In the public sector context, this infrastructure is often described as **Government as a Platform (GaaP)**.⁹

Case in point

السوق الافتراضي لواجهات البرمجيات
UAE API MARKETPLACE



UAE Government launched the UAE API Marketplace, enabling the private sector to co-design, develop multi-channel digital services, and provide a value-added innovative customer experience. The UAE government launched the first partnership on the platform between the Federal Tax Authority and Amazon. Through this partnership, the services of the Federal Tax Authority will be linked directly to Amazon's systems, thus promoting the automation of operations, and accelerating the registration process of businesses as sellers on Amazon.¹⁰

¹⁰UAE launches API Marketplace to boost government services in partnership with the private sector. Available at: <https://www.adsmehub.ae/en/explore/post-details/uae-launches-api-marketplace-to-boost-government-services>.

#Challenge 3: Lack of assurance regarding the protection of intellectual property undermine the trust from tech companies thereby hindering collaboration efforts and long-term investments in research and development

Recommendation: Promotion of IP rights & regulations









Promotion of IP regulations: Intellectual Property Rights are the most important assets in the tech industry. Several companies rely on these rights for their existence. Governments that desire to promote Gov-Tech alliance need to promote IP rights and create better regulations.

This helps the tech industry in several ways.

- Stricter IP controls allow companies to invest in their solutions and bring better versions of their solutions as time goes by. Solutions that are built over time are more resilient to future challenges.
- IP protection builds the trust of tech companies in an economy.
- Companies can allow seamless collaboration and data flow among partners without having to think much about IP theft and reverse engineering.

A whitepaper released by the World Economic Forum on FDI revealed that copyright laws were the second most important factor in bringing *investment* in the country.¹¹

Examples:

Government entity	Startup/Private enterprise	Purpose
 Technology Innovation Institute (government funded research institution)	 Virgin Hyperloop (American transportation technology company)	The partnership aims to develop state-of-the-art research facilities in the field of advanced logistics research. The partnership aims to develop a system which could transport people and goods at an astonishing speed of 1000km/h (fastest transport system ever when materialized)
 الهيئة الاتحادية للموارد البشرية الحكومية Federal Authority for Government Human Resources (FAHR)	 01Gov (digital observatory of leading government sector practices)	The partnership focuses on strengthening the efficiency of employees in ministries and federal entities and consolidating their culture of innovation through 01Gov's educational programs and content.
 مؤسسة دبي للمستقبل DUBAI FUTURE FOUNDATION Dubai Future Labs (applied research & development facility)	 Eanan (UAE Tech company in advanced air mobility)	The collaboration is to enhance R&D cooperation in the drone sector. The partnership will focus on developing the uses of Unmanned Aerial Vehicles in the transportation and shipping sectors
 اقتصادية دبي DUBAI ECONOMY Dubai Economy (government body entrusted to set and drive Dubai's economic agenda)	 noon Noon.com (UAE based e-commerce platform)	The partnership aimed at accelerating growth of e-commerce in the region. The goal is to connect local startups that have a Dubai Economy's DED Trader licence with customers across the region through its Mahali digital store.

¹¹ Digital FDI, Policies, Regulations and Measures to Attract FDI in the Digital Economy, World Economic Forum, September 2020, https://www3.weforum.org/docs/WEF_Digital_FDI_2020.pdf

BY EMBRACING DIGITAL PROCESSES, FORWARD-LOOKING REGULATIONS, AND COMMITMENT TO CO-CREATE SOLUTIONS,

WE CAN DRIVE COLLABORATION BETWEEN GOVT. & STARTUPS FOR INNOVATION SYNERGY.

FOSTER CO-CREATION & SANDBOXING

- Sandboxing allows to **de-risk decision making in procurement process** as it serves as a proof of concept.
- Co creation with govt. or other service providers for complex or end to end solutions.
- **Case in point:** A car marketplace & an insure-tech provider discussed the possibilities of co-creating payment solutions with govt. entity.

STREAMLINE ACCESS TO DATA & QUERY

- **API marketplaces** can serve as a **new digital PPP model**. This streamlines collaboration to create innovative solutions.
- **One-stop shop to identify relevant govt. stakeholders** to manage private sector queries.
- **Case in point:** Scale existing API marketplace offered by UAE govt.

PROTECT IP RIGHTS

- Govt. should be proactive in **regulation of IP** in this era of **new digital partnerships**.
- IP regulation encourages innovation via:
 1. **Building trust & safeguarding the IP rights**
 2. **Allowing seamless data linkages** with partners.



EFFECTIVE PARTNERSHIPS

LEVERAGING DIGITAL RESOURCES

FORWARD LOOKING REGULATIONS

Overall, UAE's journey of GovTech via innovation is commendable. As per GovTech Global Partnership (GTGP) established by the World Bank, **UAE is among the 69 leading GovTech economies using**¹²

advanced digital solutions. By amplifying current successes, and addressing challenges, UAE is poised for greater heights as a global innovation and technology leader in the GovTech space.

¹² (2022) Trends in Public Sector & Digital Transformation. Available at: https://www.ega.gov.ae/uploads/publications/sw-1688459611-World%20Bank%20GMTI%202023%20REPORT_230326_183857_230704_112408.pdf.

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