

LyhneDesign

PUBLIC PROCUREMENT – ALSO FOR SMALL COMPANIES

BRINCK WEBINAR - 8 NOVEMBER 2023

Lyhne Design

Innovative lighting design that makes a difference



Smart City lighting – Copenhagen



Sustainable, solar powered lighting

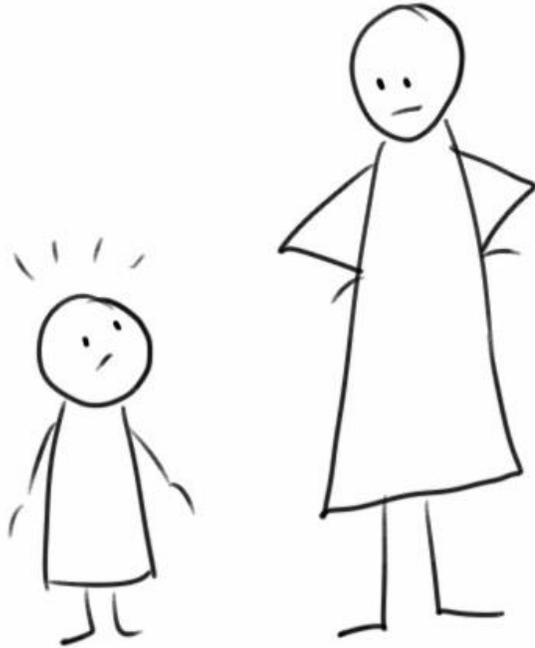


Bespoke lighting – Køge city square



Biological lighting – Innovation project with Copenhagen & Aarhus

Public procurement for SMEs



- SMEs are often agile & flexible
- Can I manage on my own?
 - Competencies
 - Resources



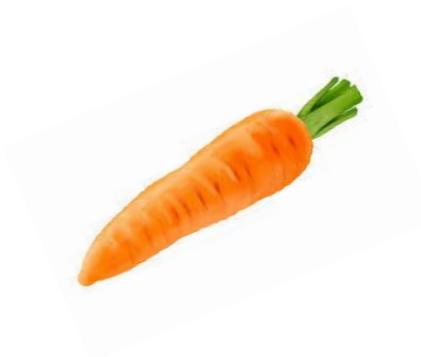
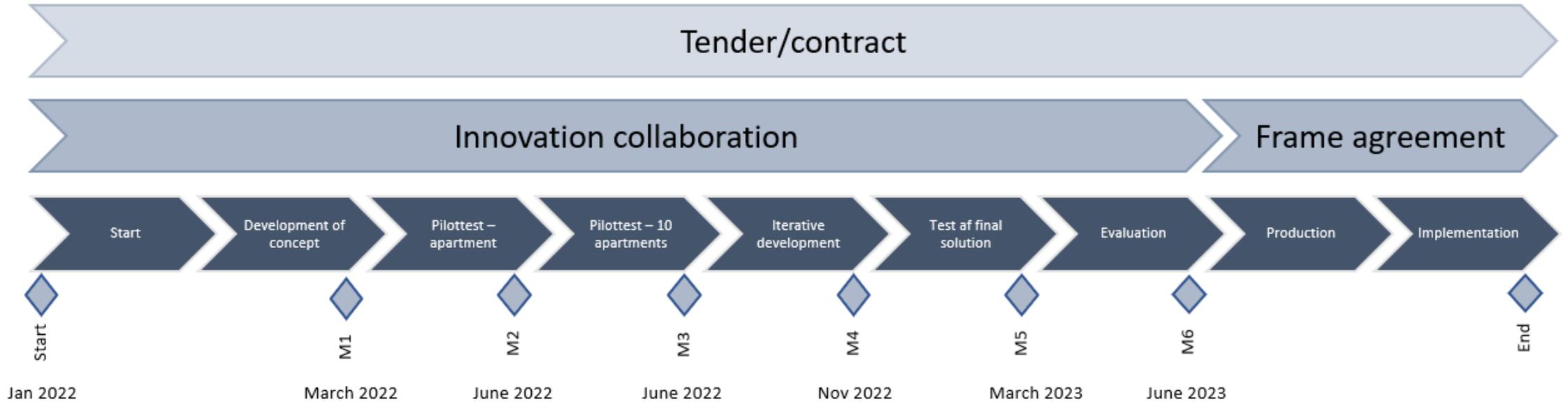
- Assess tender material carefully
- Set a strong team
 - Use your network
 - Form a consortium
 - Align roles and responsibilities
 - Allocate dedicated resources

What can you achieve?

- Development of innovative products is a big investment and involves a high risk
- With a public innovation project you can achieve
 - A potential customer
 - Customer carries part of the development & cost
 - Knowledge from professional staff & experts
 - Valuable testing with end user
 - Products can be developed to meet the end user's needs
 - Improves the probability of success



Innovation partnership - Copenhagen & Aarhus Municipalities



- Milestone payments upon approval of phase deliverables
- Testing & development with end users in 2 nursing homes
- 3rd party documentation of tests and results
- Potential procurement under frame agreements with up to 10 Danish municipalities

Motivation to engage

- Market dialogue with the municipalities in November 2018 gave inspiration



Wrong light at the wrong time



Natural light

OBJECTIVE

Ensure the right amount and quality of light and thereby strengthen the circadian rhythm, energy and physical and psychological wellbeing for both elderly and staff



Solution

- Mobile
- Nice design for the home
- Biologically efficient
- Easy to use

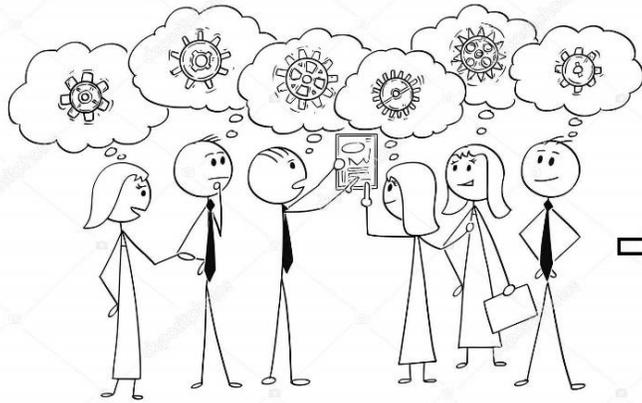
Motivation to engage

- Lyhne Design started the development of a mobile fixture with biological light (Human Centric Lighting)
- In 2019 Belid Lighting AB was on-boarded as manufacturer
- In 2021 a network connection drew our attention to the innovation tender
- The product did not exist in the market
- Our product met the requirements in the tender
- We submitted a project proposal as a consortium

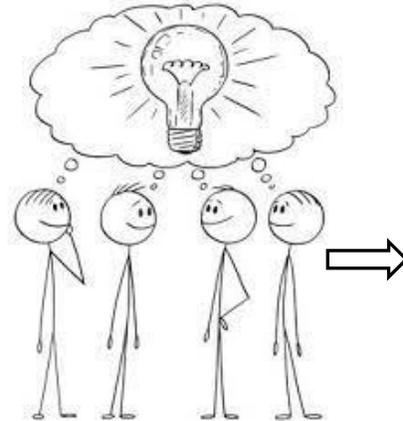


Organisation

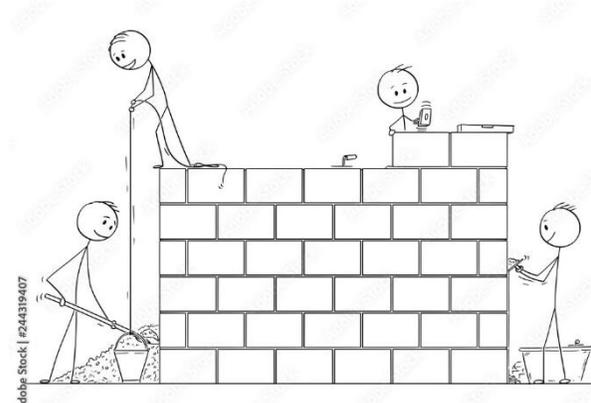
After award of contract



Establish project team
Clarification of expectations
Project planning
Onboarding of sub-suppliers

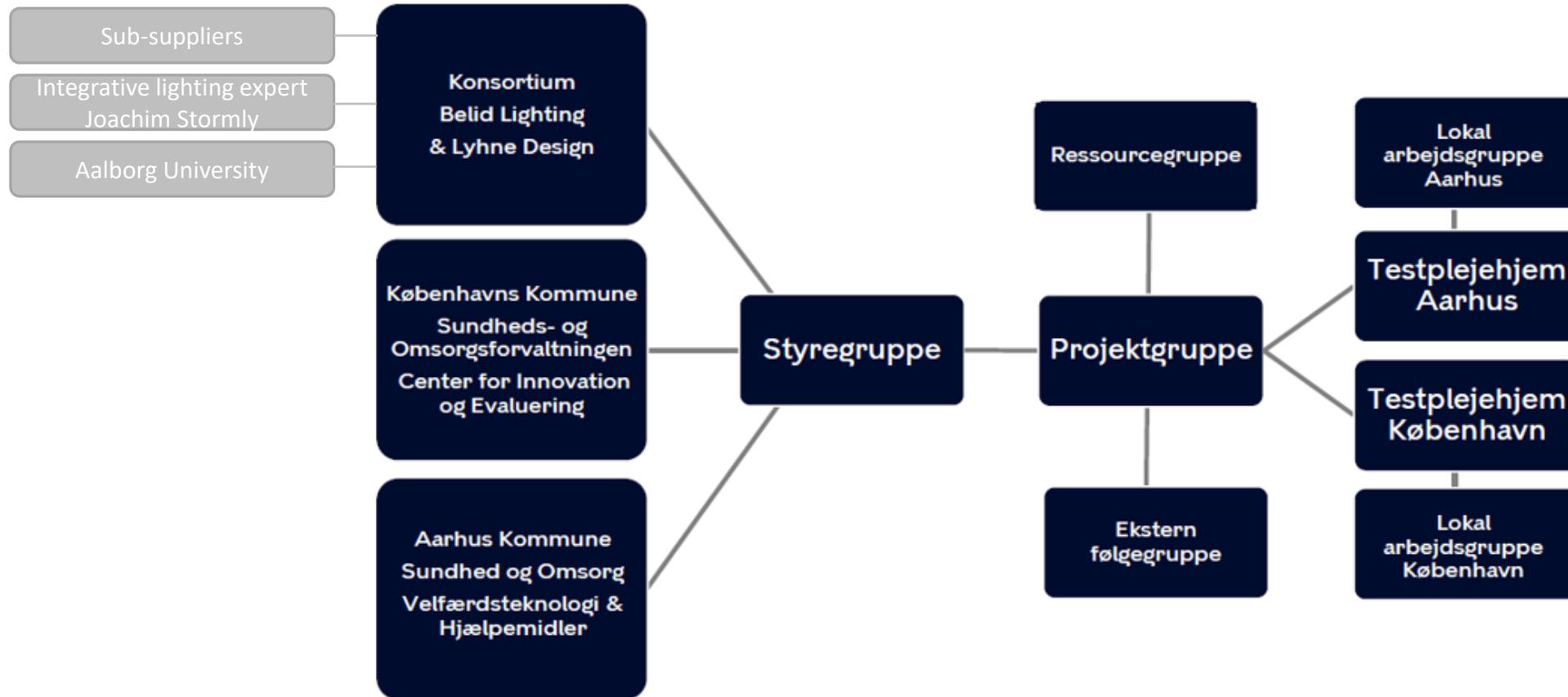


Alignment



Performance
Excellent Team work
Project control

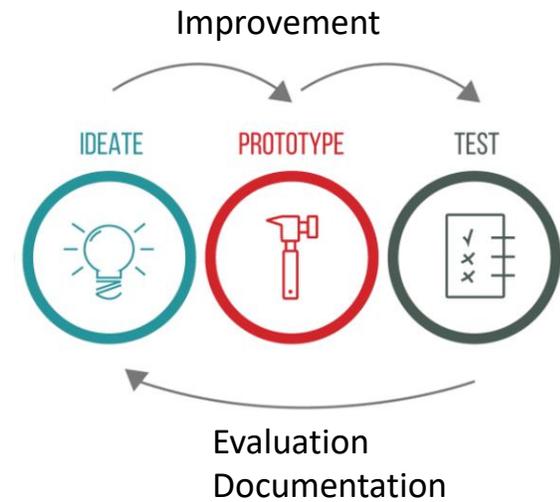
Organisation



User testing

Fase 5.2	Fase 5.3	Fase 5.4	Fase 5.5
1 nursing home 1 resident	2 nursing homes 10 residents Common areas – 2 floors	2 nursing homes 26 residents Common areas – 6 floors	2 nursing homes 37 residents Common areas – 6 floors
6 prototypes	75 prototypes	215 prototypes	285 prototypes

- Design sprint
- Individual interviews
- Focus group interviews
- Design tests
- Functional tests
- Usability tests
- Light measurements in laboratory
- Light measurements on site



SolMate family



SolMate Mobil

RoomMate family



HELHEDSLØSNING

Betids fleksible helhedsløsning med biologisk lys omfatter en bred vifte af produkter med forskellige egenskaber, som er flytbare og har et hjemligt design, der gør det muligt at kombinere dem og anvende dem både i boligen og i fællesarealer.



SOLMATE MOBIL



SOLMATE PENDEL



SOLMATE PLAFOND



ROOMMATE BORD



ROOMMATE GLYV



ROOMMATE PLAFOND



ROOMMATE VÆG



BATHMATE

Lessons learned

- It takes hard work and dedication
- Tender material should have clear definitions of deliverables & documentation
 - Enables supplier to assess competencies and resources needed
 - We were surprised by the amount of documentation
 - Our organisation was too small
- Allocate more time for alignment of expectations in the start-up phase
 - Ensure a good start & common understanding
- Good planning and project control is key to success
 - Meet deadlines & deliver as promised
 - Builds trust & common understanding
- User testing on site was a challenge
 - Allocate more time for minor design sprints before user testing on site
 - Test phases were too short
 - Longer test phases - less stress on the organisation & innovation process
 - Allocate time for development between each test phase

