Problem Statement: Economic development in private sector industries has been hugely impacted recently by startups. However these innovators typically have a default mindset that governments are difficult to work with.

Barriers to working with Government: It can be hard getting a foot in the door. Government processes are often slow. Procurement and RFP procedures are difficult to understand. Disparate cultures.

In order to help local government, keep pace with an increasingly modernized world, Startup in Residence (STiR) brings these two actors together to find technology solutions that make governments more accountable, efficient, and responsive.

Have unique problems that can be addressed by using robust tech solutions.

Fosters collaboration between governments and startups by providing technical knowledge about RFPs and procurement processes, and trainings about public/private operations and culture.

Innovative data driven solutions that can save time, better address issues, and make services more responsive.

Benefits:

Local Governments
- Robust solutions
- Expands their networks within departments and in the private sector
- Timesaving’s allow employees to be more client focused

Startups
- Supports local/regional entrepreneurs
- Allows government partnerships with less hassle
- Can launch into more projects

Contact your Regional Director for more information or support: [http://transformgov.org/en/about/staff_directory](http://transformgov.org/en/about/staff_directory)
Through this collaborative 16 week program, public managers and entrepreneurs have the opportunity to co-design unique solutions to the problems they face. The program acts to support governments and startups in ways that provide a platform to create sustainable, responsive, enduring impacts in communities.

Discussion Ideas

1. *How could an organization prepare for a STiR opportunity?*

   Bring it up and talk to department heads about the challenges that they are facing. Start discussing if there is a possible tech solution for it. Read the STiR online materials and see if it is a good fit for problems your city is facing.

2. *What is the process organizations are using to identify challenges? Are there best practices?*

   One on one conversations with directors and conversations about their pain points can reveal a lot. Having an innovation officer can help organizations to think through challenges and identify a tech solution. Show department heads that through collaboration, there can be robust solutions. Your network of relationships has forward thinkers and also conservatives. Reach out to the more willing to build your capacity for doing the work

3. *How did the City San Leandro get the legal procurement staff on board with the revised process?*

   You can start by issuing the RFPs with challenges contained within it, so that responders can have a better understanding of your issue during the application process. It helps to point to the success of others as a model/example that your ideas are possible. Procurement people need to feel that the process is competitive, equitable, and transparent. It should be designed in a way to allow governments to also institute their local policies.