



## AGILE TRIALING

Agile Trialing allows large enterprises (including public organizations) to engage with technology partners **to test new consumer solution prototypes** in the real environment.

Partners are selected via a **procurement process** which is co-managed by the solution seeking company (seeker) and the organizer. Selected companies (normally about three to five) are **granted the access** to the real environment for trialing of the prototypes. Trial costs are covered by the seeking company. Notice that the seeker purchases the trial and the experience of using the prototypes and its results, not the prototype solution under test.

Before running the trial (normally lasting one month) partners **co-develop and plan the pilot** with the seeker company. By the end of the trial sound feedback from both end users and the testing environment are collected.

Agile Trialing is organized and facilitated by **Business Oulu**, a Municipal enterprise owned by the City of Oulu, Finland. Agile trialing concept applies the Agile Piloting Programme of the Smart Kalasatama, Helsinki. Full documentation is available to support your agency adopting this initiative. To know more about the Agile Trialing please contact Business Oulu: [pirjo.koskiniemi@businessoulu.com](mailto:pirjo.koskiniemi@businessoulu.com)

**OULU** | *BusinessOulu*

