

# Collaborative Government

## CASE STUDY



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# Dundee

- Coastal city of 142,000
- Proud industrial past as “city of jute, jam and journalism”
- De-industrialization destroyed thousands of jobs, caused out-migration, apparently terminal decline
- Dundee Partnership forged new economic development vision
  - Started with mid-level, front-line staff who built trust over years of collaboration
  - Leadership executes Single Outcome Agreements





# Dundee



- Research identified sources of new job growth
  - University sector research and publishing
  - University spin-outs in software, animation, computer games
- City, universities, institutions and Scottish govt. collaborated to fan the flame
  - Degree programs & research centers focusing on growth disciplines
  - IP policies encouraging spin-offs
  - City-university-business incubators and business parks
  - Marketing partnerships in biotech and digital media
  - E-government: Citizen Account & Dundee Discovery Card
  - Aerelink wireless WAN
- Fibre City deploying by i3 Group through sewers
  - Council housing first on the list



# Dundee

- Manufacturing job losses continued
  - Loss 3,000 manufacturing jobs in past 3 years
  - Gain of 1,000 jobs in growth sectors of the future
  - When NCR moved 800 jobs to a new lower-cost location, kept R&D Center in Dundee
- Doing it right: **Dare to be Digital**

