



HELPING CITIES BUILD THEIR SMARTER FUTURE

Pioneer Partners is a specialized consulting firm that helps communities accelerate digital transformation through smart city master planning, Internet of Things (IoT) technologies advisory, ROI/Impact modeling, and elevating citizen engagement.

We help cities envision their future, activating their full economic development potential by modernizing infrastructure (digital and physical), processes, and policy to create a vibrant, equitable, and sustainable high quality of life for all residents, employers, visitors, and partners. We are holistic strategists with a tactical focus.

Pioneer Partners' founding principals come from Think Big Partners, bringing over nine years of "smart city" experience and award-winning expertise to every engagement. Pioneer Partners' design-thinking-based analysis and consulting services have advised more than 40 projects globally.

Why is Digital Transformation and Smart City Technology So Important?

Making a community smarter through the use of technology is no longer an option; it is a necessity.

A smart city leverages advanced technologies in its infrastructure and processes to increase efficiencies to improve the quality of life and daily experiences for all residents, businesses, and visitors to a community. Through a well planned and carefully executed digital transformation plan, cities can become:

- **More efficient** - Saves money, reduces errors, and deploys human resources where it is most needed.
- **More effective** - Create a higher level of service delivery that produces higher levels of citizen satisfaction.
- **More equitable** - Create better access to services, opportunities, and resources for all residents in a community.
- **Safer** - Increase public safety that improves emergency response, saves lives, and protects property.
- **Climate Friendly and Sustainable** - Reduce greenhouse gases, improve air quality and protect water quality.
- **More inclusive** - Provide higher levels of inclusion, helping a community's most vulnerable populations.
- **More informed** - Real-time, robust data-driven insights enhance a city's decision-making capabilities.
- **More engaged** - Residents in a well-developed smart city feel more engaged in their community.
- **Create a climate for above-average economic development** attracting people, employers, and opportunities.

How do cities engage us?

- **Smart City Strategic Master Planning** - Comprehensive analysis to combine the city's mission, vision, and goals with design thinking to create an actionable, ROI driven plan and roadmap
- **Initial Smart City Impact Analysis** - Identifies high potential ROI and quick-win opportunities
- **Smart City Stakeholder Education Workshop** - Provides objective expertise to educate mayors, leadership teams, committee members, and community stakeholders on smart city value and ROI
- **Smart City Funding** - Help clients identify funds (public-private partnerships, grants, etc.), create compelling strategic narratives, and help them connect with potential funding sources.
- **Innovation District Analysis and Planning** - Incorporate innovation district placemaking strategies, combined with smart city technology, to catalyze economic development. Also supports entrepreneurship initiatives.
- **Citizen Engagement Events** - Create and facilitate public events (one-time events, series, or long-term programs) designed to engage citizens, gain critical insights and increase public support.
- **Ongoing Digital Transformation Advisory** (project-based or retainer) - Sample focus areas are transportation and mobility, public safety, connectivity, technology due diligence, financial analysis and RFP support.

LEADERSHIP TEAM



Sarah Fustine
President
Pioneer Partners



Herb Sih
Senior Partner
Pioneer Partners

SAMPLE EXPERIENCE

- City of Akron, OH
- Aransas County, TX
- Atlanta, GA
- Bakersfield, CA
- Baltimore, MD
- City of Buckeye, AZ
- Cary, NC
- City of Cedar Park, TX
- City of Chula Vista, CA
- Dallas/Fort Worth, TX
- Denver, CO area (Pena Station)
- Des Moines Area MPO
- Ft. Lauderdale, FL
- Leavenworth, KS
- City of Henderson, NV
- City of Hoover, AL (Birmingham region)
- City of Irving, TX
- Kansas City Area Transportation Authority (Specialized Multi-Modal Transit Corridor; Technology Master Plan; FTA Grant Writer)
- City of Kansas City, MO
- Keller, TX
- City of Lee’s Summit, MO
- City of Mesa, AZ
- National Institute of Standards and Technology (NIST) - Data Visualization
- Orange County, CA
- Raleigh/Durham, NC area
- San Jose, CA
- City of Scottsdale, AZ
- City of Sioux Falls, SD
- City of St. Charles, MO
- City of St. Joseph, MO
- St. Louis, MO
- Tampa Bay, FL
- City of Topeka, KS
- City of Toronto, Ontario, Canada
- City of Victoria, TX
- Wichita, KS
- British Consulate-General - US Smart Cities Speaker and Representative (2018)
- PBS Documentary on Smart Cities (2018)

EXPERTISE

A Digital Transformation/Smart City

- Smart Transportation and Mobility
- Smart Public Safety and Security
- Advanced Connectivity and Networks
- Smart Public Works (Energy & Water)
- Smart Climate (Sustainability)
- Smart Data (Visualization, KPI, ROI/Impact)

Additional Areas of Expertise

- Community/Citizen Engagement
- Designing Innovation Districts
- Technology Due Diligence & Selection
- Technology Commercialization
- Financial Modeling and Impact Analysis
- Partner Support (Engineering firms)



Pioneer Partners, LLC is a certified Kansas WBE



Smart City Team - Winner of 2017 Gold Edison Award