

Barcelona: A Roman Village Becoming a Smart City (Abridged)

Carlos Carrasco Joan Enric Ricart Pascual Berrone

On July 2, 2014, Josep Ramon Ferrer, director of the ICT (information and communications technology) and smart city strategy for Barcelona City Council, and his team finished the second round of meetings with the companies selected to participate in the competitive dialogue to create City OS. The idea had come from a simple question:

"We imagined the city like a mobile phone. Why can't we have a city that works with an operating system based on standards that interact with hardware (whatever it may be) and software (any app)?" 1

Ferrer is a telecommunications engineer who began his career in the private sector. In 1996 he started working for Catalonia's government (Generalitat de Catalunya), where he moved through several management positions related to telecommunications and was finally appointed director of strategy for telecommunications and information technology. After working for the Generalitat, he moved to Barcelona City Council, where he served as director of the ICT and smart city strategy for the council's Municipal Institute of Information Technology. There, he led one of the major projects in Barcelona's smart city strategy: City OS, the city operating system.

City OS aimed to enable the city council to acquire and process data from urban operations in a rapid, efficient, effective and sustainable way. The platform was equipped with business intelligence to analyze and relate events in order to allow the city managers to conduct simulations as well as predict and anticipate emergency situations. It was also intended to help with real-time decision making in order to meet the needs of the government and improve quality of life. City OS

 $^{^{}m 1}$ Interview with the authors. All further unattributed quotes are drawn from interviews carried out by the authors.

This case was prepared by Carlos Carrasco, research collaborator under the supervision of Professors Joan Enric Ricart and Pascual Berrone. This is an abridged version of the case study SM-1625-E. February 2017.

IESE cases are designed to promote class discussion rather than to illustrate effective or ineffective management of a given situation

This case was written with the support of Cities in Motion Strategies research platform.

Copyright © 2017 IESE. To order copies contact IESE Publishing via www.iesepublishing.com. Alternatively, write to publishing@iese.edu or call $+34\,932\,536\,558$.

No part of this publication may be reproduced, stored in a retrieval system, used in a spreadsheet, or transmitted in any form or by any means - electronic, mechanical, photocopying, recording, or otherwise - without the permission of IESE.



was one of the most visible, complex and key projects in Barcelona's smart city strategy and it was embraced as part of a broad vision and framework encompassing several areas of the city.

At the international level, much attention was paid to the process that motivated Barcelona to create a real smart city. There was particular interest in how the strategy would be implemented without Barcelona losing its idiosyncrasy as a Mediterranean city. Also, implementing the strategy was not just a matter of considering the benefits. It also meant balancing the problems and risks involved in such an innovative citywide strategy.

On the other hand, there were the business interests. How had companies reacted to the city council's needs and conditions? How had they managed the negotiation and partnership with other companies (some of which were direct competitors)? What were the strategic opportunities for each company in the provision of City OS? How had they designed a go-to-market strategy for a product that could have been too narrowly adapted to Barcelona's specific needs? How would the sales and distribution of profits be handled in a shared solution, not only between companies but where the intellectual property was also shared with the public administration? To what extent could the Barcelona brand compensate for an underpaid project?

Barcelona

Barcelona is the capital city of Catalonia (one of Spain's 17 autonomous communities) and Spain's second-biggest city. Barcelona province is the key region within Catalonia and, even though it covers only 7,728 square kilometers out of Catalonia's 32,114 square kilometers, in 2011 it was home to 74% of Catalonia's population. Barcelona's density and economic integration make it Spain's second-biggest metropolis after Madrid. (See **Exhibit 1**.)

The Barcelona metropolitan area is home to more than five million inhabitants. In contrast to other cities, where the majority of the population lives within the boundaries of the administrative city, most of Barcelona's residents live on the outskirts of the city's administrative boundaries, which is a challenging situation for the municipal government.

If we take a look at the administrative definition of Barcelona, there are more than 1.6 million people squeezed into the 102 square kilometers of Barcelona proper. This equates to a population density of close to 16,000 inhabitants per square kilometer, making the city of Barcelona one of the most densely populated areas in Spain and in Europe.

Over the past few decades, it has won a reputation for being a dynamic city with a good quality of life² and, more recently, it was listed in a ranking of top smart cities.³ Despite this recent recognition, Barcelona has experienced many ups and downs during its nearly 4,000 years of history. Its past has determined what Barcelona has become and shapes what it wants to be, so it is important to take a look back in time.

A Little Bit of History

The history of Barcelona goes back more than 4,000 years. The earliest remains that have been found date back to the late Neolithic period. Legend has it that the Carthaginian leader Hamilcar Barca, father of the well-known Hannibal Barca, founded the port of Barcino (deriving its name

² Cushman & Wakefield, "European Cities Monitor 2010," 2010.

³ http://www.fastcoexist.com/3024721/the-10-smartest-cities-in-europe, accessed July 2014.

from the Barca family) in around 230 B.C. and that, later, the name Barcino was used by the Roman empire and eventually gave rise to the name Barcelona. Despite the legend based on the names' similarities, in truth the name Barcelona is derived from the Iberian place name "Barkeno."⁴

Barcelona 1.0

It was while the area was under the control of Rome, led by Emperor Augustus (27 B.C. to A.D. 14), that the name Barcino was formalized (between 15 B.C. and 10 B.C.). During that period, Barcino grew in the shadow of its neighboring city, Tarraco (now Tarragona), an important urban center in the Roman empire. Despite this, it gradually increased in wealth, mainly because it was endowed with an excellent harbor. After the end of the Roman empire and under the control of the Visigoths in the early fifth century, the city achieved the status of "capital of Hispania" several times, due to its great geostrategic positioning in both political and commercial terms.

Two centuries later, the city was conquered by the Arabs and then by Charlemagne's son Louis, who established the Carolingian "Marca Hispanica," ruled by the count of Barcelona.

Barcelona 2.0

As the counts of Barcelona conquered territory (they came to dominate all of Catalonia), they gained political and economic power. After the Catalan and Aragonese dynasties joined through marriage, their territories – known as the Crown of Aragon – expanded beyond the Iberian Peninsula, covering areas including Naples, Sicily and Athens in the 13th century. Despite the territorial expansion and its consequent political and economic expansion, the dynastic union between the Crown of Aragon and the Crown of Castile marked the decline of Barcelona.

Barcelona 3.0

The Barcelona region reemerged in the 18th century due to industrialization. The Industrial Revolution quickly spread in Catalonia, which was the pioneer region of Spain when it came to implementing manufacturing processes brought over from Britain. As it was developing industrially, Barcelona implemented one of the most important urban projects of the 19th century: the Eixample – the materialization of the Cerdà project.

Again, the Catalan capital recovered its central role in the economic development of Spain, which led to the revival of Catalan culture through various forms of expression such as poetry and other forms of literature and, particularly in Barcelona, urban development, architecture and modernism. The work of Antoni Gaudí (Park Güell, Casa Batlló, Casa Milà and the Sagrada Família), Lluís Domènech i Montaner (Hospital de la Santa Creu i Sant Pau, Palau de la Música Catalana) and Josep Puig i Cadafalch (Casa Amatller) greatly boosted the city's image.

These early boom years were truncated by political problems, which eventually led to the Spanish Civil War. Barcelona's position in favor of the Republic had severe effects on the Catalan capital, especially with the mass exodus of residents when the city fell into fascist hands on January 26, 1939. Catalan institutions were abolished, the use of the Catalan language in public was prohibited and the city became controlled by the Franco dictatorship. The Catalan capital suffered both politically and economically as a result of Franco's economic policies of self-sufficiency. Despite

⁴ M. Dietler and C. López-Ruiz, *Colonial Encounters in Ancient Iberia: Phoenician, Greek, and Indigenous Relations* (Chicago: University of Chicago Press, 2009).