

Building a Data-driven City

The Digital Transformation Journey of Guiyang



In recent years, Guiyang's strenuous focus on the implementation of big data strategy has earned it the reputation of "China's Data Valley", with big data industry as one of its calling-cards. However, in order to fulfill the mission of "Driving digital economy with digital industrialization and industrial digitization", Guiyang has to better transform and upgrade its industries.

Business Challenges

Since the implementation of big data strategy in 2014, Guiyang has been actively exploring the potentials of big data industry, focused mainly on the use cases of industry convergence and data-driven innovative experiments. The purpose is to demonstrate the government's confidence in and commitment to opening-up policy. Nevertheless, three challenges have to be tackled before Guiyang becomes the "Data Valley of China":

- Substantial resources are needed in industry cultivation due to a weak foundation.
- A top-down approach must be taken to build awareness of industry convergence in stakeholders to ensure big data plays a concrete role in efficiency/cost improvement, enterprise transformation and industry upgrade.
- Building a data-driven city requires a demand-oriented, open and shared data mechanism, which entails trust, security and privacy protection problems. How to manage its negative impacts and realize data monetization will be the key to competitive advantages.

Models of Cooperation

In alignment with the long-term goals of coordinated innovation and industry portfolio, five sectors are identified as the focus areas of Guiyang, i.e. artificial intelligence, mobile communication, block chain, Internet of Things and quantum information. In connection with the current situation of Guiyang, based on Gartner's analysis on the technology trend and development stages, Gartner helped Guiyang identify the key areas for breaking-through to tackle its strategic challenges and issues. Meanwhile, Gartner also cooperated with Guiyang in conducting a series of premium seminars to discuss game-changing technologies, learn from industry peers, get insights from top experts and receive their flexible and professional guidance on future strategies.

Customer Values

With Gartner's advisory support from Global leading experts on the concept development and organization management, Guiyang established China International Big Data Industry Expo to become one of the top events for professionals and thought-leaders in China, attracting over 26,000 visitors, 4,847 enterprises and 448 exhibitors with more than 1,200 technologies and products.

In addition, we assisted Guiyang with exploring the roadmap of future cities and identifying key cutting-edge technologies in the real context of the city, in order to stay laser-focused on its goals.

"Gartner helps us go further with confidence."

Wu Hongchun, Director, Guiyang Big Data Development Administration

Overview

Challenges

- Investing resources in industrial cultivation
- Developing effective use cases of industrial convergence
- Managing the negative effects of open, shared data

Solutions

- Gartner research reports
- In-depth interpretation and insight from our analysts and experts
- Peer exchanges and sharing via Gartner Peer Networks

Impacts

- Build awareness and the professional image of the expo
- Dispel the common myths about technological development
- Pass down industry trend research and knowledge

How to Realize Value

- Gartner research and tools
- Experts guidance on key subjects
- Regular meetings with executive partners on strategy development