NEON
Network of Competence on Internet of Things

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Project:	Network of Competence on Internet of Things [NEON]
Project ID:	618942-EPP-1-2020-1-AT-EPPKA2-CBHE-JP
Work Package 7:	Dissemination and exploitation of project outcomes
Title:	D7.2 Report on exploitation and dissemination plan
Lead Organization:	UCU
Participating Organization:	UNI-KLU, UC3M, UNC, UNS, UNMDP, UdelaR, UCU, INCUTEX, ALASSIO, ALENET, TEAC, EYCON, ALLIANSYS SRL, Santex, TELECOM ARGENTINA S.A, CONTROLNET S. A., ABM ingeniería y sistemas S.R.L., UTE, CONAE.
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Deliverable data	Work Package and Outcome ref.nr	WP7 D7.2
	Title	Report on exploitation and dissemination plan
	Type	☐ Teaching material ☐ Event ☐ Learning material ☒ Report ☐ Training material ☐ Service / Product
	Description	An exploitation plan will be developed to grant long-lasting results and future actions. The exploitation plan will include: strategies to involve the socio/economic environment and industry and to increase the number of collaborations and agreements, ways to establish joint programmes between HEIs, ways to exploit funding opportunities for follow-up projects, methods to maintain and update the database on employment statistics and job opportunities, actions to maintain the repository of documents and developed e-classes, actions to render the students/graduates more aware of opportunities including entrepreneurial activities.
	Date	15.01.2022
	Language	English
Target groups		☒ Teaching staff ☒ Students ☒ Trainees ☒ Administrative staff ☐ Technical staff ☐ Librarians ☒ Industry partners
Dissemination level		☐ Department / Faculty ☐ Local ☐ National ☐ Institution ☐ Regional ☒ International
Lead Organization		UNI-KLU
Participating Organization		UNI-KLU, UC3M, UNC, UNS, UNMDP, UdelaR, UCU, INCUTEX, ALASSIO, ALENET, TEAC, EYCON, ALLIANSYS SRL, Santex, TELECOM ARGENTINA S.A, CONTROLNET S. A., ABM ingeniería y sistemas S.R.L., UTE, CONAE
Task		T7.2 Preparation of exploitation and dissemination plan

Revision History				
Version	Date	Author(s)	Organization(s)	Brief description of change
1	10/07/2021	Matias Miguez, Alfredo Arnaud, Nicole Imbert	UCU	Super draft
2	15/07/2021	Matias Miguez, Alfredo Arnaud, Nicole Imbert	UCU	Chapter 4, 5 and 6
3	19/07/2021	Matias Miguez, Alfredo Arnaud, Nicole Imbert	UCU	Chapter 5 and 7
4	22/07/2021	Matias Miguez, Alfredo Arnaud, Nicole Imbert	UCU	Review chapters 3, 4, 5, 6
5	13/06/2022	Nicole Imbert	UCU	Promotional Material and Website Images. Inclusion of comments by UNC
6	11/07/2022	Nicole Imbert	UCU	Final revision
7	17/11/2022	Matias Miguez, Nicole Imbert	UCU	Updated according to revision comments.

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1. Introduction

In this deliverable: **D7.2** "Report on exploitation and dissemination plan", will be reported the outcomes produced and activities carried out in **WP7** "Dissemination and exploitation of project outcomes"which is led by UCU, specifically in the task: **T7.2** "Preparation of exploitation and dissemination plan" which is carried out by Matias Miguez from UCU.

The authors and contributors of the report are all the task leaders in WP7: Universidad Católica del Uruguay (UCU), Alpen-Adria-Universität Klagenfurt (UNI-KLU), Universidad de la República (UdelaR), Universidad Nacional de Córdoba (UNC), Universidad Nacional del Sur (UNS), Universidad Nacional de Mar del Plata (UNMdP).

2. Objectives of dissemination and exploitation

The aim of dissemination is the promotion of project activities. Dissemination activities will be carried throughout the entire duration of the project by means of:

- Permanently updated interactive project Web site. The site will be constantly updated and will present all relevant information about the current, past, and planned project activities as well as important links.
- Preparation of the reports and white papers on the workings of the NoC.
- Preparation of special sessions devoted to the project at the selected conferences, and relevant papers describing project outcomes.
- The presentation of the project results to the industry through promotion materials, banners and papers, and university-to-business meetings.
- Presentation of the NoC during open days at each university.
- Promote the developed courses and laboratories.
- Set the base for future exploitations: cooperation and agreements, methods to monitor employment status and opportunities, continuous training of staff, and continuous modernization of infrastructure.

Concretely:
- A webinar on IoT technologies will be offered annually and made accessible to students.
- An open event targeting the community will be organized annually.
- Dissemination in regionally held conferences.

3. Dissemination and target groups

Target groups of the NEON project can be divided into the following categories:
- Universities: students, professors and teaching staff.
- ICT Industry: enterprises, companies.
- General public.

I. Universities: will modernize their study programs and teaching methodologies in cooperation with each other and involving industry. Material and teaching/learning methodologies will be developed and shared through an open platform. The NEON project will facilitate the exchange of good practices and know-how, develop courses and training modules to be accredited in study programs of the partner universities. The network of competence will be equipped with infrastructure and know-how to be able to deliver educational and training opportunities and technology transfer capabilities to the industry. Also, five laboratories on IoT will be developed, located at each partner institution to offer practical training to students and to offer an infrastructure for R&D activities that can involve industrial projects.

II. Students: will have access to the new courses about IoT, the new laboratory and the NoC infrastructure, where they will acquire and improve skills and know-how in the ICT/IoT sector. Dissemination activities targeting students include workshops where study programmes and tips on study engineering will be presented, open events designed to disseminate the project activities and outcomes, a platform that shares the study programmes available, useful information for students, and all the project activities. It will foster R&D on ICT/IoT and educate more skilled graduates that can enter the job market easily and provide competencies to the hi-tech industry. Also, through the co-funding offered by this project, there will be internships to industries and exchanges for students to European HEI.

III. Professors and Teaching staff: will improve and adopt new learning/teaching methods, tools and ICT best practices. They will have access to a web repository for class and lab sessions material. Dissemination activities targeting professors and teaching staff include workshops for training staff and open events designed to disseminate the project activities and outcomes.

IV. ICT industry: a network with companies will be established starting with the ones that are part of the project. Through the co-funding offered by this project, there will be internships in industries. The development of the laboratories on IoT located at each partner institution will offer the opportunity to train technical staff and could involve industrial projects. It will foster R&D on ICT/IoT and educate more skilled graduates that can enter the job market easily and provide competencies to the hi-tech industry. Dissemination activities targeting companies and enterprises include open events designed to disseminate the project activities and outcomes, and workshops events organized jointly with industries, in which experience exchanges, discussions and reflections on different learning methods and effective teaching practices will be promoted.

V. General public: three open events will be organized to disseminate and reach out to the society at large.

4. NEON dissemination activities

In work package 7 they must be carried out the following tasks, related to the dissemination plan:

- **T7.1** Development of the project website combined with the web platforms developed in the other WPs. Preparation of the materials to keep the project website up to date with the current activities. (Task leader: UNI-KLU).
- **T7.2** Preparation of exploitation and dissemination plan. (Task leader: UCU).
- **T7.3** Create promotional and dissemination material targeting high schools' students and society at large (exploiting also media) (Task leader: UCU).
- **T7.4** Organize an annual open event outreaching a wide audience that includes public authorities, industry, students, pupils and non-expert people (Task leader: UdelaR).
- **T7.5** Organize a yearly event (hosted in turn by the HEIs partners) in the form of a webinar broadcasted to all locations to present the study programmes, and tips on studying engineering targeting enrolled and prospective students/pupils (Task leader: UNC).
- **T7.6** Establish agreements for future double degrees, joint teaching, student mobility beyond the project duration, and bilateral agreements within Erasmus+ KA1 (Task leader: UNI-KLU).
- **T7.7** Create an agreement for the maintenance of the web platform beyond the project lifetime (Task leader: UNS).
- **T7.8** Create partnerships for follow-up projects (Task leader: UNI-KLU).
- **T7.9** Participate in an event of dissemination of project results (Task leader: UNMdP).

Within this work package, there are eight deliverables aimed to report the outcomes produced in each task accomplished.

- **D7.1** Central project web platform linked to the e-platforms developed in other WPs (M6).
- **D7.2** Report on exploitation and dissemination plan (M16)
- **D7.3** Preparation and delivery of dissemination and informative material (M5).
- **D7.4** Report on open events to reach the community at large and disseminate the results at ICT conferences (M34).
- **D7.5** Report on yearly webinars (hosted in turn by the HEIs partners) broadcasted to all locations (M35).
- **D7.6** Establishment of agreements for future double degrees, and student mobility beyond the project duration (M30).
- **D7.7** Report on an agreement for the maintenance of the web platforms beyond the project lifetime (M35).
- **D7.8** Report on partnerships for follow-up projects involving industry (M30).

A working group was set up for each dissemination activity, in order to ensure that the activities and deliverables of WP7 are carried out in time according to the project proposal. The working groups are made up of members of all project partners and are listed in Table 4.1 below.

Table 4.1. Members who lead tasks in WP7.

Institution	Member	Tasks
UNI-KLU	Nunzio Letizia	T7.1
UNI-KLU	Vitali Korzhun	T7.1
UNI-KLU	Andrea Tonello	T7.6, T7.8
UCU	Matias Miguez	T7.2, T7.3
UdelaR	Leonardo Steinfeld	T7.4
UNC	Graciela Corral	T7.5
UNS	Juan Cousseau	T7.7
UNMdP	Daniel Carrica	T7.9

4.1. Central project web platform linked to the e-platforms developed in other WPs

An integrated web platform will be designed to provide all information about the project activities. The platform will be linked to e-platforms defined in other WPs such as those providing web repositories of developed courses, web catalogues of industry in Argentina and Uruguay, etc.

Central web platform will link the following e-platforms:
- Management platform to coordinate the NoC and to serve as a knowledge base (will be developed in WP2).
- Web repository for class and lab sessions material (will be developed in WP3).
- Web industry catalogue in Argentina and Uruguay (will be developed in WP6).

The tasks related to the development of the central web platform are leaded by UNi-KLU and are the followings:
- Central web platform design drafted by UNS and approved by the project coordinator. Should be finished by November 15th of 2021.
- Central web platform released. Should be finished by January 15th of 2022. (The report on the platform development so far is available at D7.1 within WP7).
- Central web platform linked with the other online services created in the previous WPs. Should be finished by January 15th of 2023.
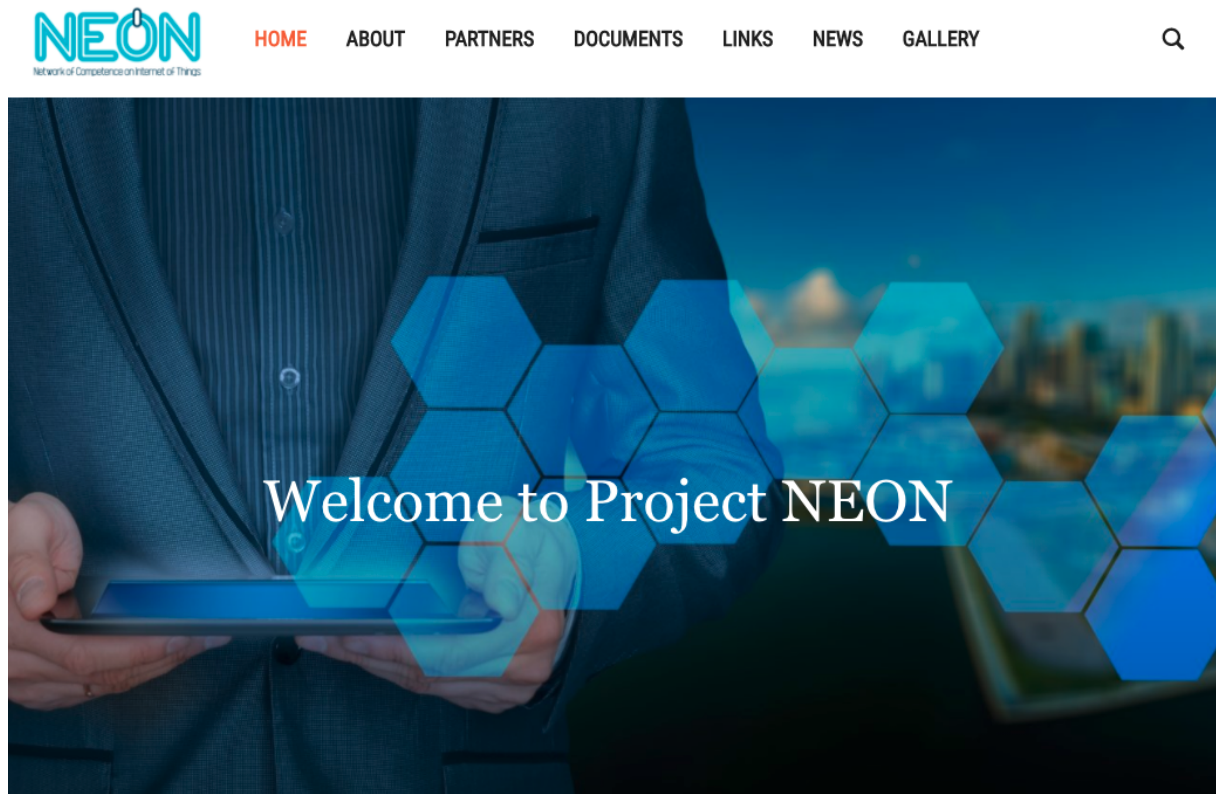
Project Web Platform

The internet website is designed to promote all the project activities and outcomes in order to raise public and media awareness. Also, the advancement of the project activities will be updated on the website in order to keep aware the general public and the partners.

The website contains general information about the project, a list of partners, the deliverables and other documents and materials, links related to the project, media channels and similar projects, news and a gallery section.

The project website is available at www.project-neon.eu and it has been active since January 2021.

The project website will be promoted on the universities' websites, on printed material and in open events.

UNI-KLU will coordinate the development of the project website and will update regularly the website content. Also, it will be presented on the deliverable "D7.1 Central project web platform linked to the e-platforms developed in other WPs".

Figure 4.1.1. Image of the first iteration of the project website.

NoC Web Platform

There is another Internet website developed in work package 2 (T2.1) by UNS. The aim of this page is to contain, apart from the main project items and all the activities, more detailed information for universities and partners, like the new courses on IoT, the modernization of the study programmes, the internship opportunities, etc.

UNS will coordinate the development of the project website and will update regularly the website content. Also, it will be presented on the deliverable "D2.1 Report on management platform to coordinate the NoC".

This site is available at www.neon-iot.org.

The project website will be promoted on the universities' websites, on printed material and in open events.
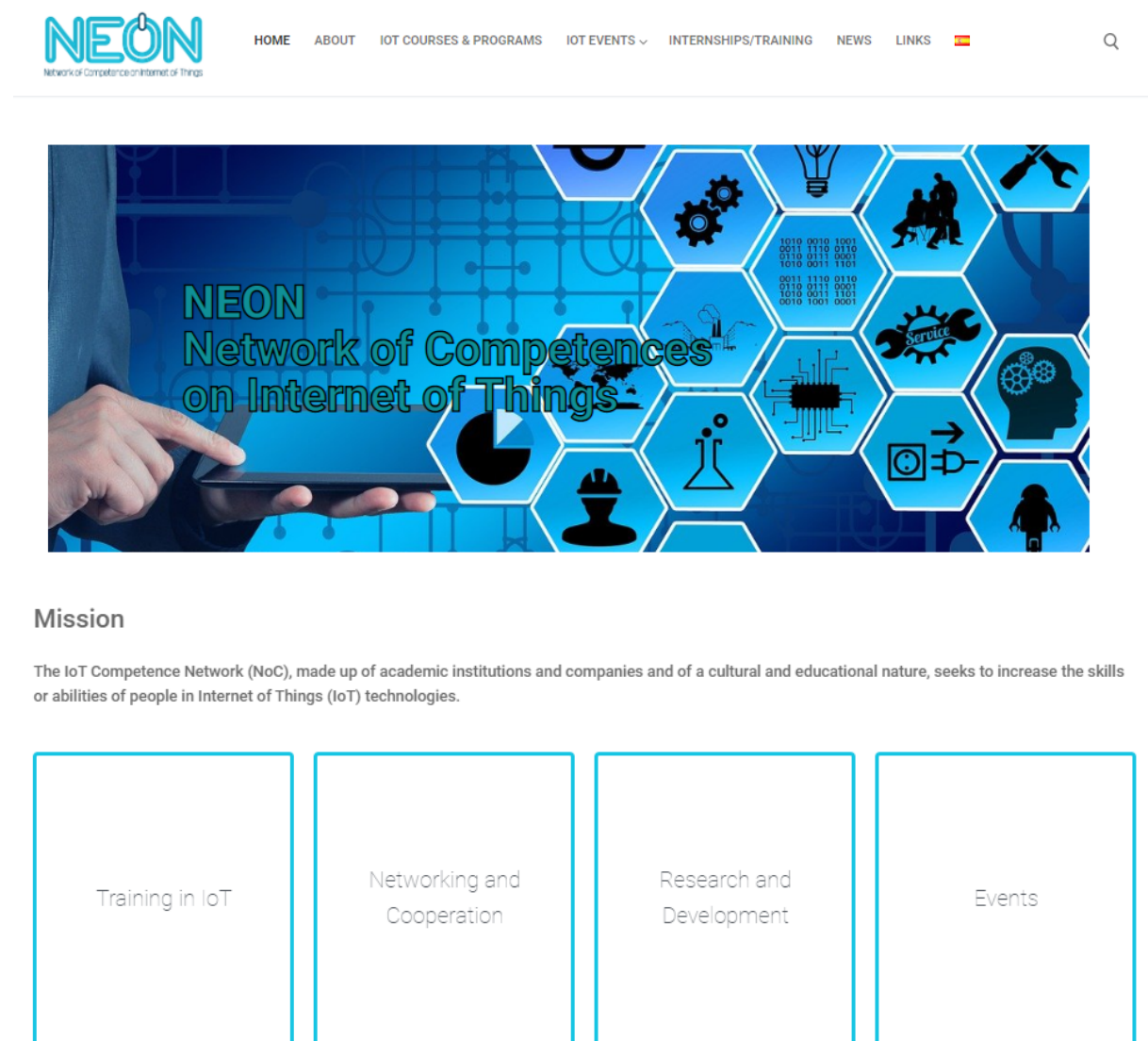

Figure 4.1.2. Image of the first iteration of the NoC website.

Project Intranet Website

The project intranet website was designed to allow communication between partners. The intranet is hosted by UNI-KLU and is based on the Confluence platform.

The intranet site contains all the project documents such as the deliverables and other documents and materials finished and also the drafts, the reporting materials, minutes of internal meetings; templates for documents; a list of project partners and associated partners; and a list of each work package's activities.

The project website is available at intranet.aau.at.

The private pages of the website include:
- Associated Partners
- Boards
- Contacts
- Deliverable approval log
- Meetings
- Project Management and Reporting docs
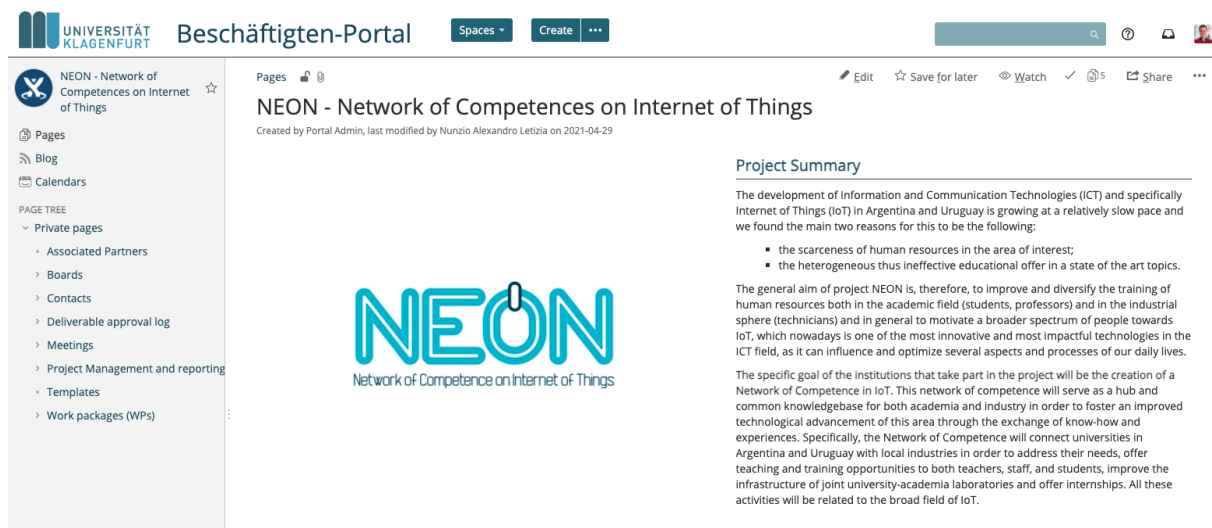- Templates
- Work packages (WPs)

Figure 4.1.3. Image of the intranet confluence website.

4.2. Preparation and delivery of dissemination and informative material

Dissemination and informative material will be prepared for promotional purposes. This material will collect the main information about the project and will be made in order to use in all the open events, webinars, seminars and other dissemination activities by all the project partners. It can be different types of promotional material like posters, and roll-up banners, among others.

Informative material will be disseminated in local high schools through the universities, and media events.

All the dissemination and informative material will be presented on deliverable D7.3 "Preparation and delivery of dissemination and informative material". There is a version available in English and

Spanish for each design.

NEON is an Erasmus+ Capacity Building in Higher Education project aiming at:

- fostering the technological advancement through the creation of a Network of Competence on IoT, an interconnected hub and common knowledge base for both universities and local industry;

- improving and diversifying the training of human resources both in the academic and industrial sphere;

- motivating a broader spectrum of people towards IoT, nowadays one of the most innovative and impactful technologies in the ICT field, as it influences and optimizes many processes and aspects of our daily lives;

The specific goals of the project are to:

- address the respective sector's needs and exchange know-how;

- offer teaching and training opportunities to both teachers, staff, and students;

- create or improve the infrastructure of joint university–academia laboratories;

- offer internships and training on the topic.

Figure 4.2.1. Flyer

Figure 4.2.2. Roll-up banner

Figure 4.2.3. Flyer for events (example of the first open event)

Figure 4.2.4. Image for profile frontpage of social media channels
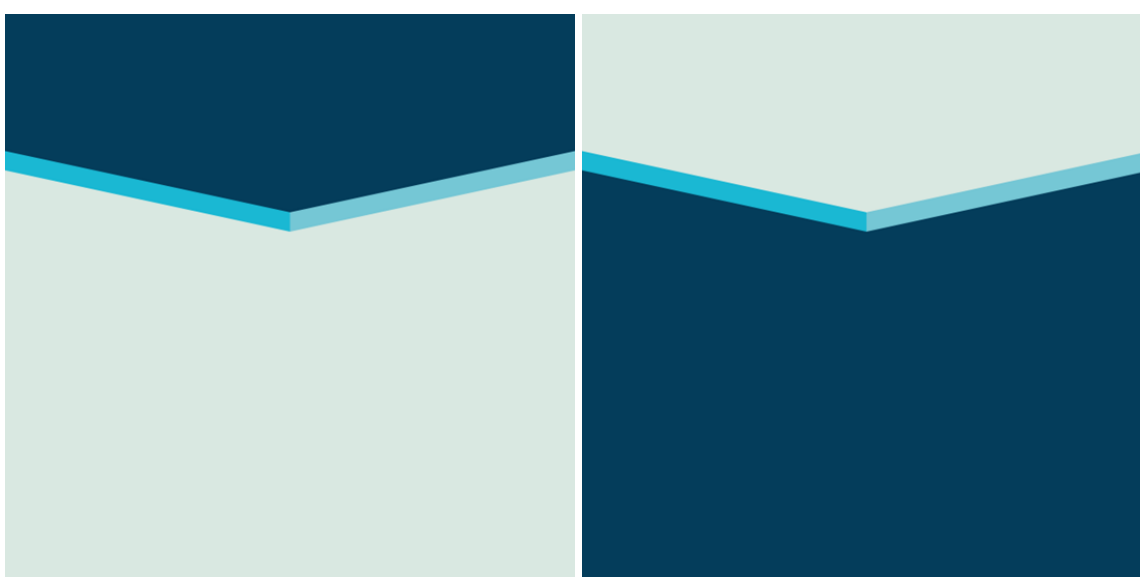
Figure 4.2.5. Background for posts on social media channels

Figure 4.2.6. Video available on: https://www.youtube.com/watch?v=ertQDOegxUE

4.3. Open events to reach the community at large and disseminate the results at ICT conferences

The project outcome will be presented at three annual open events in Mar del Plata, Montevideo and Bahia Blanca. The open events are designed to disseminate to society at large the project activities and outcomes, outreaching a wide audience that includes public authorities, industry, students, pupils and non-expert people.

The open events that will be carried out through the project are leaded by UdelaR, as task leader of T7.4, and they will take place in:
- Mar del Plata, UNMdP, on October of 2021.
- Montevideo, UCU, on October of 2022.
- Bahia Blanca, UNS, October of 2023.

The annual event will be promoted on the project website. Also, invitations by email to the relevant parties will be sent.

The open events will be presented on deliverable D7.4 "Report on open events to reach the community at large and disseminate the results at ICT conferences" by November 15th of 2023.

4.4. Yearly webinars (hosted in turn by the HEIs partners) broadcasted to all locations

An annual webinar will be organized by the project members, hosted in turn by the HEIs partners and broadcasted to all locations to present the study programmes, tips on study engineering targeting enrolled and prospective students (pupils). These dissemination events will be prepared to target mostly universities and high school students.

The yearly webinars that will be carried out through the project are leaded by UNC, as task leader of T7.5, and they will be hosted by:
- UNC, in November of 2021.
- UdelaR, in November of 2022.
- UNMdP, in November of 2023.

The annual event will be promoted on the project website. Also, invitations by email to the relevant parties will be sent.

The webinars will be presented on deliverable D7.5 "Report on yearly webinars (hosted in turn by the HEIs partners) broadcasted to all locations" by December 15th of 2023.

4.5. Establishment of agreements for future double degrees, student mobility beyond the project duration

Within the dissemination and exploitation work package, agreements for future double degrees, student mobility beyond the project duration will be established.

UNI-KLU will lead the establishment of agreements for future double degrees, joint teaching, student mobility beyond the project duration, etc by April 15th of 2023. The agreements should be prepared and presented on deliverable D7.6 "Establishment of agreements for future double degrees, student mobility beyond the project duration" by July 15th of 2023.

The list of all agreements will be on the project website, while each university will promote its own agreements. And will be shared in internal meetings and uploaded to the project intranet (Confluence) as well.

4.6. Agreement for the maintenance of the web platforms beyond the project lifetime

An agreement for the maintenance of the web platform beyond the project lifetime will be created within the dissemination and exploitation work package, and a strategy for the maintenance of the web platform dedicated to the project dissemination will be prepared after the end of the activities contained in the proposal.

UNS will lead the strategy prepared for the maintenance of the web platform and also, the signature of the agreement for the prolonged existence of the web platform by October 15th of 2023. This agreement will be presented on deliverable D7.7 "Report on an agreement for the maintenance of the web platforms beyond the project lifetime" by December 15th of 2023, and in internal meetings and uploaded to the project intranet (Confluence) as well.

4.7. Partnerships for follow-up projects involving industry

Partnerships for follow-up projects will be created during the dissemination and exploitation plan. The partnerships are for follow-up projects and funding for research projects with involved industry partners, in order to let the project have a legacy that will thrive on its results. This outcome will impact mostly future projects on a national and regional level, by providing already assessed experience or data relevant to the topic to future similar projects.

UNI-KLU will coordinate the creation of partnerships for follow-up projects by April 15th of 2023. These partnerships will be presented on D7.8 "Report on partnerships for follow-up projects involving industry" by July 15th 2023, and in internal meetings and uploaded to the project intranet (Confluence) as well.

5. Dissemination plan

Table 5.1 lists the project activities with their corresponding outputs, target groups, dissemination channel and methodology.

Table 5.1. Project activities.

Work Package	Task	Outputs	Target Groups	Dissemination Channel	Methodology
WP1	T1.1 Survey and analysis of IoT courses in ICT study programmes in relation to modern society and industry needs in the IoT domain.	D1.1 Consolidated analysis of educational/industrial needs on IoT in Argentina and Uruguay.	Universities, Enterprises.	Publication of the results on the project website, and dissemination events.	A report of the Surveys will be available at the project site. Presentation of the report and other results in academic events or similar.
	T1.2 Consolidate guidelines for curriculum modernization in cooperation with industry.	D1.1 Consolidated analysis of educational/industrial needs on IoT in Argentina and Uruguay.	Universities, Enterprises, and Government authorities.	Publication of the results on the project website, and dissemination events.	The guidelines will be available at the project site. Presentation of the guidelines in annual events (T7.4).
	T1.3 Preparation of implementation actions of the NoC.	D1.2 Consolidated project plan of implementation actions.	Project Members.	Publication of the results on the project website, and in Confluence internal documents.	Discussion in internal meetings. Preparation of shared documents.
WP2	T2.1 Develop a management platform to coordinate the NoC and serve as a knowledge base.	D2.1 Report on management platform to coordinate the NoC.	Project Members.	Publication of the results on the Confluence internal documents.	Presentation/ Training in internal meetings.

	T2.2 Develop policies and procedures to regulate the NoC.	D2.2 Report on the creation of the legal framework for the NoC.	Project Members, possible new members.	Publication of the NoC bylaws on the project website.	NoC bylaws are available on the project website and sent to all NoC members.
	T2.3 Define the governance of the NoC.	D2.3 Report that defines the governance of the NoC.	The general public, Project members, and universities.	Governance showed on the project website.	A list of people in the different roles will be shown on the project website.
	T2.4 Partners and network implementation.	D2.4 Report on network implementation.	General public.	The partner's list will be available on the project website. Partner's list will be shown in every dissemination event.	List of partners in the NoC available on the project website, linked to each partner's site. Promotional material created in T7.3.
WP3	T3.1 Adoption of new learning/teaching methods, tools, ICT best practices in teaching.	D3.1 Web repository for class and lab sessions material.	Universities (students, professors, teaching staff).	Universities' websites (optional), the project websites.	The project website will list all adopted learning/teaching methods, tools, ICT best practices of the courses in different partner universities. Each University can list its own adoptions. On the webinars (T7.5) each adoption will be presented.
	T3.2 Creation and/or modernization of teaching material related to IoT.	D3.2 Report on the modernized teaching methodologies	Universities (students, professors, teaching staff).	Report available on the project website. Universities' websites	The project website will list all modernization of teaching material

		applied to IoT courses.		(optional).	related to IoT of the courses in different partner universities. Each University can list its own creation/modernization. On the webinars (T7.5) each creation/modernization will be presented.
	T3.3 Improvement and implementation of new learning/teaching methods, tools, ICT best practices in teaching.	D3.3 Teaching and training materials for new and modernized IoT courses. D3.4 Delivery of teaching and training classes for new and modernized IoT courses.	Universities (students, professors, teaching staff).	The project website, universities' websites (optional).	The project website will list all improvements and implementations of new learning/teaching methods, tools, ICT best practices in the teaching of the courses in different partner universities. Each University can list its own adoptions. List of all effectively delivered courses. On the webinars (T7.5) each improvement will be presented.
WP4	T4.1 Creation of joint university-industry labs and modernization of	D4.1 Report on the laboratory infrastructure and equipment	University, Enterprises, and Project members.	The project website, universities' websites (optional). Internal	A complete Lab description will be available at the project

	the lab infrastructure.	at each LA university.		meetings, webinars.	website, and each university's website (optional). On the webinars (T7.5) each Lab will be presented.
	T4.2 Pilot lab development. The purpose is to develop a complete undergraduate or graduate lab with pedagogical/techno logical tools in the domain of IoT.	D4.2 Report on the created five joint university-comp any labs ruled by an agreement.	University, Enterprises, Project members.	The project website, webinars.	The description of the Pilot Lab will be available on the project website. On the webinars (T7.5) the Pilot Lab will be presented.
	T4.3 Pilot lab development. The purpose is to develop a complete undergraduate or graduate lab with pedagogical/techno logical tools in the domain of IoT, regarding introductory Lab, Smart grids and hardware for IoT.	D4.2 Report on the created five joint university-comp any labs ruled by an agreement.	University, Enterprises, Project members.	The project website, webinars.	The description of the Pilot Lab will be available on the project website. On the webinars (T7.5) the Pilot Lab will be presented.
WP5	T5.1 Creation of a section in the project website where training and internship opportunities are listed.	D5.1 Report on the training/interns hips website section.	University, Enterprises, Project members, General Public.	The project website, Confluence, and universities' websites (optional). Social Media	The section will be promoted on the main project website, on all universities' own websites (optional), in the webinars with students and companies and will be

				posted on social networks such as Facebook, Linkedin, etc.
T5.2 Implement a framework for student training in cooperation with EU partners and industry.	D5.2 Report on the framework for training and internships.	University, Enterprises, Project members, General Public.	The project website, Confluence, universities' websites (optional). Social Media	Will be promoted on the main project website, on all universities' websites (optional), in the webinars with students and companies and other seminars, and will be posted on social networks such as Facebook, Linkedin, etc. Direct and email invitations.
T5.3 Implement a framework for student internships in companies.	D5.2 Report on the framework for training and internships.	University, Enterprises, Project members, General Public.	The project website, Confluence, and universities' websites (optional). Social Media	This will be promoted on the main project website, on all universities' websites (optional), in the webinars with students and companies and other seminars, and will be posted on social networks such as Facebook, Linkedin, etc. Direct and email invitations.

T5.4 Offer techno-economic, entrepreneurial and IPR related training modules.	D5.4 Report on student training modules on technical and entrepreneurial subjects.	University, Enterprises, The project members.	The project website, universities' websites (optional).	The training modules will be promoted on the main project website, on all universities' websites (optional), and in the webinars with students and companies. Direct and email invitations.
T5.5 Implement teacher staff training on technology and modern prototyping tools for IoT.	D5.5 Report on teacher training modules.	University, Project members.	The project website, universities' websites (optional).	The training modules will be promoted on the main project website, on all universities' websites (optional), and in the webinars with university staff. Direct and email invitations.
T5.6 Implementation of three workshops on IoT and ICT technologies.	D5.3 Report on organized hackathons for students of the region.	University, Enterprises, Project members, General Public.	The project website, universities' websites (optional). Social Media	The workshops/hackathons will be promoted on the main project website, in all universities' websites (optional), in the webinars with students and companies, and will be posted on social networks such as Facebook,

					Linkedin, etc. Direct and email invitations.
WP6	T6.1 Establishment of the QCM Board and appointment of external experts for QC.	D6.1 Establishment of Quality Control (QC) board and appointment of external experts for QC.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T6.2 Consolidation of areas to be monitored, indicators, and correction strategies both internal and external.	D6.2 Development of guidelines for QC.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T6.3 Internal control of project progress and outcomes.	D6.3 Reports on project implementation.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T6.4 Monitor graduates' profiles, improvements in their skills, and correspondence to industry needs.	D6.4 Report on graduates profiles improvements and correspondence to industry needs.	Project Members, Universities, Government institutions.	Publication of the results on the project intranet (Confluence), the project website.	Presented in internal meetings and uploaded to the project intranet (Confluence). The report will be presented at open events.
	T6.5 Collect questionnaires and surveys via social networks (LinkedIn, AngelList).	D6.5 Report on tools for monitoring students enrolment and employability/employment/entr	Project Members, Universities, Government institutions.	Publication of the results on the project intranet (Confluence), the project website.	Presented in internal meetings and uploaded to the project intranet (Confluence). The report will

		epreneurial statistics of graduates.			be presented in open events.
	T6.6 Monitor student enrolment statistics in the region.	D6.5 Report on tools for monitoring students enrolment and employability/employment/entrepreneurial statistics of graduates.	Project Members, Universities, Government institutions.	Publication of the results on the project intranet (Confluence), the project website.	Presented in internal meetings and uploaded to the project intranet (Confluence). The report will be presented in open events.
	T6.7 Establish a monitoring system for employment statistics of graduates.	D6.6 Reports on stakeholders reached beyond the project consortium.	Project Members, Universities, Government institutions.	Publication of the results on the project intranet (Confluence), the project website.	Presented in internal meetings and uploaded to the project intranet (Confluence). The report will be presented at open events.
	T6.8 Establish a monitoring system for entrepreneur attitude and newcos (by means of surveys, databases, etc.).	D6.6 Reports on stakeholders reached beyond the project consortium.	Project Members, Universities, Government institutions.	Publication of the results on the project intranet (Confluence), the project website.	Presented in internal meetings and uploaded to the project intranet (Confluence). The report will be presented at open events.
WP7	T7.1 Development of the project website combined with the web platforms developed in the other WPs. Preparation of the materials to keep the project website	D7.1 Central project web platform linked to the e-platforms developed in other WPs.	Universities, Enterprises, Government Institutions, High school students, General public.	Universities' websites (optional). Printed materials, direct mailing list.	The project website will be promoted on the universities' websites (optional), on printed material, on open events and on a

	update with the current activities.				direct email invitation to the interested parties.
	T7.2 Preparation of exploitation and dissemination plan.	D7.2 Report on exploitation and dissemination plan.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T7.3 Create promotional and dissemination material targeting high school students and society at large (exploiting also media).	D7.3 Preparation and delivery of dissemination and informative material.	Universities, Enterprises, Government Institutions, High school students, and General public.	Universities' websites (optional). Printed Materials, open seminars. Project website.	Information will be disseminated in local high schools through the universities, and media events.
	T7.4 Organize an annual open event outreaching a wide audience that includes public authorities, industry, students, pupils and non-expert people.	D7.4 Report on open events to reach the community at large and disseminate the results at ICT conferences.	Universities, Enterprises, Government Institutions, High school students, General public.	The project website, direct emails, open events, seminars and universities' websites (optional). Social Media	The annual event will be promoted on the project website, and the universities' website (optional), and will be posted on social networks such as Facebook, Linkedin, etc. Invitation by email of the relevant parties.
	T7.5 Organize a yearly event (hosted in turn by the HEIs partners) in the form of a webinar broadcasted to all	D7.5 Report on yearly webinars (hosted in turn by the HEIs partners) broadcasted to all locations.	Universities, Enterprises, High school students, General public.	Project website, direct emails, open events, seminars and universities' websites (optional). Social Media	The annual event will be promoted on the project website, the universities' website (optional), and will be posted

	locations to present the study programmes, tips on studying engineering targeting enrolled and prospective students/pupils.				on social networks such as Facebook, Linkedin, etc. Invitation by email of the relevant parties.
	T7.6 Establish agreements for future double degrees, joint teaching, student mobility beyond the project duration, and bilateral agreements within Erasmus+ KA1.	D7.6 Establishment of agreements for future double degrees, and student mobility beyond the project duration.	Universities, Project Members.	The project website, universities' website (optional).	The list of all agreements will be on the project website, while each university can promote its own agreements.
	T7.7 Create an agreement for the maintenance of the web platform beyond the project lifetime.	D7.7 Report on an agreement for the maintenance of the web platforms beyond the project lifetime.	Project Members	Publication of the results on the project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T7.8 Create partnerships for follow-up projects.	D7.8 Report on partnerships for follow-up projects involving industry.	Project Members, Enterprises.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T7.9 Participate in an event of dissemination of project results.		Project Members, General Public.	Event of dissemination.	The project results will be presented in open events throughout the project.
WP8	T8.1 Creation of project management (PM) board.	D8.1 Report on the project management (PM) board and	Project Members.	Publication of the results on project intranet	Presented in internal meetings and uploaded to

		its establishment.		(Confluence).	the project intranet (Confluence).
	T8.2 Creation of an e-platform for project management (e.g., wiki page).	D8.2 Report on the project management (PM) e-platform for sharing documentation.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T8.3 Monitor and coordinate the overall project.	D8.3 Mid-term report.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).
	T8.4 Maintain flow of information between partners and the funding agency.		Project Members.	All relevant information on the project intranet (Confluence).	Upload information to the project intranet (Confluence).
	T8.5 Organize regular meetings (face to face and remote).		Project Members.	Publication of the minutes of the meetings on the project intranet (Confluence). Zoom software.	Regular meetings will be organized by the project members. Some will be face-to-face and others via Zoom.
	T8.6 Monitor the financial aspects of the project, funding, and prepare the reports.	D8.4 Final report.	Project Members.	Publication of the results on project intranet (Confluence).	Presented in internal meetings and uploaded to the project intranet (Confluence).

6. Exploitation plan

An exploitation plan will be developed to grant long-lasting results and future actions. The exploitation plan will include:

- Strategies to involve the socio/economic environment and industry and to increase the number of collaborations and agreements.
- Ways to establish joint programmes between HEIs.
- Ways to exploit funding opportunities for follow-up projects.
- Methods to maintain and update the database on employment statistics and job opportunities.
- Actions to maintain the repository of documents and developed e-classes.
- Actions to render the students/graduates more aware of opportunities including entrepreneurial activities.

UCU will lead the process of the exploitation plan preparation. The preliminary exploitation plan should be released by January 15th of 2023.

7. Conclusions

Achieving the dissemination activities is an important part to ensure presenting to the targeted groups the outcomes and activities produced during the project. The project members will be fully aware of the dissemination plan with this deliverable and are committed to doing their best to reach the project objectives.

A detailed dissemination plan has been developed and task leaders who are committed to carrying out each activity have been assigned. A list of dissemination activities with the task leaders and deadlines is given in Table 7.1.

Table 7.1. Dissemination activities.

Activity (Indicator of progress)	Task Leader	Deadline
Establishment of a workgroup dedicated to coordinating dissemination actions (M1).	UNI-KLU	15-02-2021
Open Event involving the community in studying ICT with the participation of a renowned keynote speaker in UNMdP (M9).	UdelaR	31-10-2021
Central web platform design drafted by UNS and approved by the project coordinator (M10).	UNI-KLU	30-11-2021

Webinar on new/modernized IoT courses offered by Neon, hosted by UNC (M10).	UNC	15-11-2021
Central web platform released (M12).	UNI-KLU	15-01-2022
Open Event involving the community on academia-industry cooperation in teaching with the participation of a renowned keynote speaker in UCU (M21).	UdelaR	31-10-2022
Webinar on the NoC structure and partners, hosted by UdelaR (M22).	UNC	30-11-2022
Central web platform linked with the other online services created in the previous WPs (M24).	UNI-KLU	15-01-2023
Preliminary exploitation plan (M24).	UCU	15-01-2023
Agreements for maintenance of joint labs with industry (M27).	UNI-KLU	15-04-2023
Agreement for further cooperation in education HEIs aiming at establishing at least one double degree and promoting student mobility (M27).	UNI-KLU	15-04-2023
Open Event and dissemination involving the community on entrepreneurship with the participation of a keynote speaker in UNS (M33).	UdelaR	31-10-2023
Signature of an agreement for the prolonged existence of the web platform (M33).	UNS	15-10-2023
Webinar on new/modernized IoT courses offered by Neon, hosted by UNMdP (M34).	UNC	30-11-2023

6. References

[1] NEON project proposal, 2020.