



Co-funded by the  
Erasmus+ Programme  
of the European Union



Project: Boosting the telecommunications engineer profile to meet modern society and industry needs [BENEFIT]

Project ID: 585716-EPP-1-2017-1-AT-EPPKA2-CBHE-JP

Work Package 6: Dissemination and exploitation of project outcomes

Title: D6.2. Report on exploitation and dissemination plan

Leading organizations: FERIT

Participating organizations: UNI-KLU, UL, UBL, UNSA, UNTZ, UB, UNI, UNS, ENT, BICOM, BIT, CISCO, NiCAT, RT-RK

Editors: F. Passerini, S. Rimac-Drlje, I. Stupar, M. Zajc  
F. Passerini, A. Tonello, S. Rimac-Drlje, D. Žagar, V. Križanović, D. Huljenić, I. Stupar, M. Zajc, G. Gardašević, M. Simić, Z. Babić, D. Bošković, N. Suljanović, A. Mujčić, N. Maleš-Ilić, V. Marković, A. Jovanović, N. Mehinović, S. Ibrić, M. Koprivica, A. Nešković, Z. Marinković, N. Milošević, D. Vukobratović, M. Sečujski, S. Kasumović, V. Ajanović, A. Tolimir, J. Stevanović, G. Velikić, I. Kaštelan, S. Necin

**Disclaimer:**

“The European Commission support for the production of this publication does not constitute an endorsement of the contents, which reflects the views only of the authors, and the Commission cannot be held responsible for any use which may be made of the information contained therein.”

Deliverable data	Work Package and Outcome ref. no.	WP6 D6.2
	Title	Report on exploitation and dissemination plan
	Type	<input type="checkbox"/> Teaching material <input type="checkbox"/> Event <input type="checkbox"/> Learning material <input checked="" type="checkbox"/> Report <input type="checkbox"/> Training material <input type="checkbox"/> 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 classes, actions to render the students/graduates more aware of opportunities including entrepreneurial activities.
	Date	14/04/2018
	Language	English
Target groups	<input checked="" type="checkbox"/> Teaching staff <input checked="" type="checkbox"/> Students <input checked="" type="checkbox"/> Trainees <input checked="" type="checkbox"/> Administrative staff <input checked="" type="checkbox"/> Technical staff <input type="checkbox"/> Librarians <input checked="" type="checkbox"/> Industry partners	
Dissemination level	<input type="checkbox"/> Department/ Faculty <input type="checkbox"/> Local <input checked="" type="checkbox"/> National <input checked="" type="checkbox"/> Institution <input checked="" type="checkbox"/> Regional <input checked="" type="checkbox"/> International	
WP Organization	Leading	FERIT
Participating Organization	UNI-KLU, UL, UBL, UNSA, UNTZ, UB, UNI, UNS, ENT, BICOM, BIT, CISCO, NiCAT, RT-RK	

Revision History				
Version	Date	Author(s)	Organization(s)	Brief description of change
1	24/3/2018	S. Rimac-Drlje	FERIT	Super draft
2	3/4/2018	Ivana Stupar	ENT	Chapter 4.4.
3	9/4/2018	Federico Passerini	UNI-KLU	Chapters 4.1, 4.5, 4.8
4	10/4/2018	Matej Zajc	UL	Chapters 4.2, 4.6
5	20/4/2018	S. Rimac-Drlje	FERIT	Revision of chapters 1, 3, 4 (introduction), 4.7, 5, 6 Release 1
6	5/9/2019	S. Rimac-Drlje	FERIT	Adding a new chapter 5 Release 2 (revised version)
7	5/9/2019	S. Rimac-Drlje	FERIT	Release 2 (revised version)
8	22/09/2020	Alma Šećerbegović	UNTZ	Review
9	14/10/2020	S. Rimac-Drlje	FERIT	Release 3
10	6/11/2020	Dušanka Bošković	UNSA	QB evaluation
11	17/11/2020	S. Rimac-Drlje	FERIT	Release 4 (for web)
12	22/01/2021		Sinonim d.o.o.	Proofreading

## Table of Contents

1. Introduction.....	5
2. Aims and objectives of dissemination and exploitation.....	5
3. Dissemination and target groups .....	6
4. BENEFIT dissemination activities and tools.....	7
4.1. Central project web platform linked to the e-platforms developed in the other WPs.....	9
4.2. Preparation and delivery of dissemination reports and informative material .....	12
4.2.1. Dissemination and exploitation reports.....	12
4.2.2. BENEFIT logo.....	12
4.2.3. Project leaflet .....	13
4.2.4. Project poster and Roll-up banner .....	13
4.2.5. Informative materials .....	14
4.4. Offered open events to reach the community at-large and disseminate the results at ICT conferences .....	14
4.5. Organization of a yearly webinar (hosted in turn by the HEIs partners) broadcasted to all locations .....	15
4.6. Establishment of agreements for future double degrees, student mobility beyond the project duration .....	15
4.7. Created an agreement for the maintenance of the web platform beyond the project life time ..	16
4.8. Created partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering involving industry.....	16
5. Dissemination plan.....	16
6. Exploitation plan.....	22
7. Conclusions.....	23

## 1. Introduction

This deliverable “Report on exploitation and dissemination plan” reports the results of the activities carried out in:

**WP6** Dissemination and exploitation of project outcomes (**Work package leader: FERIT**)

**T6.2.** Preparation of exploitation and dissemination plan. (**Task leader: FERIT**)

The report is prepared by task leaders in WP6: Faculty of Electrical Engineering, Computer Science and Information Technology Osijek - FERIT, Alpen-Adria-University Klagenfurt - UNI-KLU, University of Ljubljana – UL and Ericsson Nikola Tesla d.d. – ENT.

## 2. Aims and objectives of dissemination and exploitation

The aim of dissemination is the promotion of project activities and studies in telecommunications engineering. 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.
- Preparation of special sessions devoted to the project at the selected conferences, and relevant papers describing project outcomes. Presentation of the project results to the industry through promotion materials, banners and papers, and university-to-business meetings.
- Presentation of studies in ICT engineering during open days at each university.
- Promotion of the developed modernized telecommunications engineering study programme guidelines to other universities and fostering the modernization of the curriculum.
- Setting the base for future exploitations: cooperation and agreements, methods to monitor employment status and opportunities, continuous training of staff, continuous modernization of infrastructure.

The objectives of dissemination are:

- Organization of three open events to reach also the non-experts and show the impact that telecom technology has on the society.
- Organization of a yearly webinar to present study programmes, tips on study engineering, career opportunities and foster women to have an engineering career.
- Presenting project results on media and through publications reaching a large amount of stakeholders.
- Putting in place a monitoring methodology for continuous assessment of job market needs, employability and employment of graduates.
- Creating partnerships with companies for joint labs operation.
- Creating partnerships with companies for research cooperation including EU funding opportunities.

- Establishing bilateral agreements among the HEIs for future double degrees, joint teaching and student mobility beyond the project duration.
- Undersigning an agreement for the maintenance of the created web platforms.

### 3. Dissemination and target groups

BENEFIT project target groups can be divided into three major categories:

- universities, academic staff and students,
- ICT industry,
- chambers of commerce in partner countries,
- general public.

Some parts of the project dissemination will be created to attract a wide range of audience (such as project website), and others will be created specifically for the students (such as annual webinar which will be organised to outreach a wide audience of students and pupils and promote a career on ICT).

Target groups of the BENEFIT project are:

- a) Universities – will improve their study programmes and the teaching methodologies. BENEFIT project will develop a Web portal linking ICT study programmes of both EU and WB universities and enrolment procedures. This will enhance visibility of universities and possibly attract students beyond regional borders. Furthermore, BENEFIT targets internalization of studies in telecommunication engineering in the region through the joint /double degrees between the participating HEIs, external evaluation of study programmes as well as adoption of English. Harmonization of the systems, fostering collaborations and students' exchanges will contribute to the attractiveness of the studies. Developed guidelines will be disseminated and therefore exploited by university leaders and people involved in higher education reforms.
- b) Academic staff – will improve their competences and adopt new teaching methodologies. Web platform and material repositories will ensure dissemination of new teaching materials.
- c) Students – are the key beneficiaries of the project. They will have access to state-of-the-art curricula, infrastructures and easier connections to WB ICT industry. Dissemination activities targeting students include a platform that describes the study programmes available, useful information for students, an internship/training platform constantly updated, a catalogue of ICT companies in the region and offered open positions. Yearly webinar will be organised to present study programmes, tips on study engineering as well as career opportunities.
- d) ICT industry – BENEFIT project will create a web catalogue of ICT companies that will make the WB region more visible. This can potentially attract job applications from other countries and reduce the engineers drain.
- e) Chambers of commerce in partner countries – are an important target group for the BENEFIT project dissemination activities and special attention will be given to the involvement of the chambers in the project dissemination activities. In Bosnia and Herzegovina, there are

chambers of commerce in the Federation of Bosnia and Herzegovina, Republic of Srpska and all cantons in the Federation. The BENEFIT project will target the Chambers of Economy of the Federation of Bosnia and Herzegovina (<http://www.kfbih.com/eng>), Chamber of Commerce and Industry of Republic of Srpska (<https://komorars.ba>) and Chamber of Economy of the Tuzla Canton (<http://www.kpktz.ba/>). In the Republic of Serbia, the national Chamber of Commerce and Industry (Privredna Komora Srbije - <https://pks.rs/>) is the responsible chamber, which, besides its central office in Belgrade, has a regional offices in Belgrade, Novi Sad and Niš. The contact will be established with national Chamber, which will be used as a proxy to engage with regional Chamber offices.

The following dissemination activities with chambers of commerce are foreseen:

- Establishing contacts with chambers of commerce and organisation of meetings to facilitate better cooperation between stakeholders.
  - Organisation of periodical bilateral meetings to inform representatives of chambers of commerce about the BENEFIT activities, accomplished achievements and future activities.
  - Presentation of the BENEFIT documents and portals to the chambers' representatives, (especially industry survey results).
  - Utilization of chambers of commerce to connect the BENEFIT project with more companies interested in the project activities.
  - Invitation of the representative of the chambers of commerce to participate in the BENEFIT dissemination events (e.g. Open Day event in Novi Sad – M36).
  - Presentation of the BENEFIT project at suitable events organized or sponsored by chambers of commerce.
- f) General public – will be mostly reached through the project website and social community applications such as Facebook. A yearly open event will be organised to reach also the non-experts and show the impact that telecom technology has on society. Furthermore, three open events will be organised to reach also the non-experts and show the impact that telecom technology has on the society.

## 4. BENEFIT dissemination activities and tools

BENEFIT dissemination activities and tools are carried on within work package 6 (WP6) **Dissemination and exploitation of project outcomes**. The WP6 consists of eight tasks as follows:

- T6.1** Development of the project web site combined with the web platforms developed in the other WPs. Preparation of the materials to keep the project web site up to date with the current activities. (Task leader: UNI-KLU).
- T6.2** Preparation of exploitation and dissemination plan. (Task leader: FERIT).
- T6.3** Create promotional and dissemination material targeting high school students and society at large (exploiting also media) (Task leader: UL).
- T6.4** Organize an annual open event outreaching a wide audience that includes public authorities, industry, students, pupils and non-expert people (Task leader: ENT).

- T6.5** 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, tips on study engineering targeting enrolled and prospective students/pupils (Task leader: UNI-KLU).
- T6.6** Establish agreements for future double degrees, joint teaching, student mobility beyond the project duration, bilateral agreements within Erasmus+ KA1 (Task leader: UL).
- T6.7** Create an agreement for the maintenance of the web platform beyond the project lifetime (Task leader: UNIOS).
- T6.8** Create partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering (Task leader: UNI-KLU).

Expected deliverables, results and outcomes of the activities that will be accomplished within given tasks are as follows:

- D6.1:** Central project web platform linked to the e-platforms developed in the other WPs.
- D6.2:** Report on exploitation and dissemination plan.
- D6.3:** Preparation and delivery of dissemination and informative material.
- D6.4:** Offered open events to reach the community at large and disseminate the results at ICT conferences.
- D6.5:** Organization of a yearly webinar (hosted in turn by the HEIs partners) broadcasted to all locations.
- D6.6:** Establishment of agreements for future double degrees, student mobility beyond the project duration.
- D6.7:** Created an agreement for the maintenance of the web platforms beyond the project lifetime.
- D6.8:** Created partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering involving industry.

In order to ensure that the dissemination activities are carried out in a timely manner and in accordance with the project proposal, a working group is set up to coordinate the dissemination activities. This working group consists of representatives of all project partners, reflecting the inclusion of all project partners in these activities. Members of the workgroup are listed in Table 4.1.

Table 4.1. Members of the WP6 workgroup

Partner	Institution	Members of the WP6 workgroup
P1	UNI-KLU	Federico Passerini
P2	UL	Matej Zajc
P3	FERIT	Snježana Rimac-Drlje
P4	ENT	Darko Huljenić, Ivana Stupar
P5	UBL	Gordana Gardašević, Mitar Simić, Zdenka Babić
P6	UNSA	Dužanka Bošković
P7	UNTZ	Nerdina Mehinović, Sandra Ibrić
P8	UB	Mladen Koprivica, Aleksandar Nešković
P9	UNI	Zlatica Marinković, Nenad Milošević
P10	UNS	Dejan Vukobratović, Milan Sečujski
P11	BICOM	Seudin Kasumović



P12	BIT	Vedrana Ajanović
P13	CISCO	Ana Tolimir
P14	NICAT	Jana Stevanović
P15	RTRK	Gordana Velikić

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

A web platform will be developed as a central site for dissemination of project information. It will include a project website but will also integrate several e-platforms that will be developed in other WPs. Central web platform will link the following e-platforms:

- Web industry catalogue and study programmes portal – will be developed in WP2;
- Teaching material repository – will be developed in WP3;
- Internships and job offers – will be developed in WP4.

Central web platform design drafted by FERIT and approved by the project coordinator should be finished by 15 August 2018.

Central web platform should be released by 15 October 2018.

Central web platform linked with the other online services created in the previous WPs should be realised by 15 October 2019.


#### **Project Internet website**

The project Internet website is designed to raise public and media awareness on the project, to keep an updated track of the advancement of the project, as well as to serve as common reference for the project members.

The website contains general information about the BENEFIT project, contact details of project partners, reports on project meetings, information about dissemination events, links to partner websites and to other useful resources.

The project website is available at <https://www.project-benefit.eu/> and it has been active since November 2017.

UNI-KLU sets up and maintains the project website.



The screenshot shows the website for the BENEFIT project. At the top, there is a navigation menu with links for Home, About, Partners, Documents, Meetings, Dissemination, News, Sign in, and Gallery. The BENEFIT logo is prominently displayed, featuring a stylized tree-like graphic and the text 'BENEFIT Boosting the telecommunications engineer profile to meet modern society and industry needs'. Below the navigation is a large group photograph of project members standing behind a blue banner that reads 'VON ERASMUS ZU ERASMUS+ 30 JAHRE ERFOLGSGESCHICHTE'. The banner also features the logos of the European Union and the Erasmus+ program. Below the photo, the main heading reads 'ERASMUS+ Project: Kick-Off-Meeting in Klagenfurt Boosting the telecommunications engineer profile to meet modern society and industry needs / BENEFIT'. The date 'NOVEMBER 28, 2017' and the category 'NEWS' are listed below the heading. A short introductory paragraph follows, stating that the meeting was held at Alpen-Adria-Universität Klagenfurt and is part of a three-year project coordinated by Professor Tonello, focusing on cooperation between HEIs and industry to modernize study programs.

The BENEFIT project website consists of 10 categories:

- Home

Here we will post the most recent news about the project

- About

A short description of the BENEFIT project that allows the generic reader to have a glance on what the purpose of this project is

- Partners

Name, address and website of all the project members

- Documents

Documents of interest to the public

- Links

Links to the web industry catalogue and study programmes portal (WP2), the teaching material repository (WP3), and internships and job offers page (WP4)

- Meeting

A short summary of the outcomes of each general meeting and of every other event that involves the participation of all the project members

- Dissemination

A short description of the dissemination activities developed in WP6 that are of interest to the public

- News

A collection of reports about the most significant events of the project

- Sign in

Link to the administrative portal, just for project members

- Gallery

A collection of photos taken during different meetings

### **Project Intranet web site**

UNI-KLU set up an Intranet area, hosted by the Alpen Adria University web site based on Confluence platform, dedicated to intra-partnership communication. This Intranet web site allows sharing of documents between partners located in different countries, thus ensuring a timely and efficient flow of information between the partners necessary for the effective implementation of project activities.

Private pages of the BENEFIT project consist information and documents related to:

- Boards
  - Development Board
  - Management Board
  - Quality Control and Monitoring Board
- Contracts
- Indicators of progress
- Meetings
- Project management & reporting docs
- Templates
- Work Packages

## 4.2. Preparation and delivery of dissemination reports and informative material

### 4.2.1. Dissemination and exploitation reports

Periodic reports on dissemination activities and the exploitation of the project will bring together the current main outcomes of Preparation and Development WPs. All reports, as well as all other documents and information obtained within the project, are distributed among the partners through the project Intranet web site.

This task also includes collection of data and documents that will be published on the project website.

### 4.2.2. BENEFIT logo

Project logo was prepared. It is already in use in all project materials. Project logo is available in the Confluence system. It is agreed to be used on all project materials, reports and deliverables.



#### 4.2.3. Project leaflet

Project leaflet is prepared for promotional purposes. It collects main information about the project. The leaflet template is uploaded to the Confluence system. Later the content will be updated as more relevant information and results become available.

Programme: ERASMUS+

Project acronym: BENEFIT

Project name: Boosting the telecommunications engineer profile to meet modern society and industry needs

Contract number: 585716-EPP-1-2017-1-AT-EPPKA2-CBHE-JP



#### 4.2.4. Project poster and Roll-up banner

Project poster is prepared for promotional purposes. It collects main information about the project. The poster template is uploaded to the Confluence system. Later the content will be updated as more relevant information and results become available.



**BENEFIT**  
Boosting the telecommunications engineer profile to meet modern society and industry needs

Boosting the telecommunications engineer profile to meet modern society and industry needs

<https://www.project-benefit.eu/>

Programme: ERASMUS+  
Project acronym: BENEFIT  
Project name: Boosting the telecommunications engineer profile to meet modern society and industry needs  
Contract number: 585716-EPP-1-2017-1-AT-EPPKA2-CBHE-JP

**BENEFIT**

BENEFIT is a three-year long project coordinated by the Alpen-Adria-Universität Klagenfurt where the consortium will focus on:

- Modernization of study programmes in telecommunication engineering
- Adoption of modern teaching methodologies
- Improved cooperation between Higher Education Institutions and industry
- Creation of several joint university-industry labs

BENEFIT will shape a modern telecommunications profile in response to recently announced programmatic goals by Western Balkan countries.

**BENEFIT Consortium**

UNIVERSITÄT KLAGENFURT  
UNIVERZA LJUBLJANA  
VISOKOŠKOLE ZA INŽENJERSKO  
STROJNARSTVO I OSNOVNO  
INŽENJERSKO INŽENJERSKO  
RAČUNARSTVO I  
INFORMACIJSKE  
TEHNOLOGIJE OSIJEK  
ERIKSSON NIKOLA TISLA D.O.O.  
UNIVERSITET U BANSKOJ LUCI  
UNIVERSITET U SARAJEVU  
JAVNA AGENCIJA  
UNIVERSITET U TOLMI  
UNIVERSITAS STUDIORUM  
TUSCANENSIS  
UNIVERSITET U BEOGRADU  
UNIVERSITET U NIŠU  
UNIVERSITET U NOVOM SAĐU  
DRUŠTVO ZA VASLUŽJE I  
TRGOVINU BECOM DOO ZENICA  
JAVNO PREDUZEĆE BIH CENTAR  
DOO U TESSU  
OSKO SIBRIA DOO BEOGRAD  
KLASTER NIŠKI  
ISTRAŽIVAČKO RAZVOJNO  
INŽENJERSKO DOO ZA  
SISTEME ZAKOPOVANJE NA  
RAČUNARSKA MREŽA SAD

Disclaimer: The European Commission support for the production of this website does not constitute an endorsement of the views or policies reflected in the website and the Commission cannot be held responsible for any use which may be made of the information contained therein.

Co-funded by the  
Erasmus+ Programme  
of the European Union

#### 4.2.5. Informative materials

During the project other informative materials will be prepared for each open event targeting local audience. All materials are being constantly uploaded to Confluence system as templates available to the project partners to modify and personalize informative materials.

#### 4.4. Offered open events to reach the community at-large and disseminate the results at ICT conferences

To disseminate project results and create opportunity for presenting them to a wide audience, the ENT will organise a yearly open event. The aim of this event will be to present project goals and achievements to the wide community, including members of both academia and industry, public authorities, students, experts, as well as non-expert people. The event will also promote studies in ICT engineering and show the impact and opportunities that ICT offers in solving big societal challenges (environment, health, social inclusion, transportation, access to information etc.). Organizing such

open events on a yearly basis might also be recognized by high school and university students as an information source that will help them in decision of which study field or programme they should enrol for.

In addition to the yearly open event organized by the ENT in Croatia, during the project lifespan three open events with the same purpose will be organized in Ljubljana (2018), Sarajevo (2019), and Novi Sad (2020) by local partners. Besides the organisation of open events, special sessions are planned to disseminate project results at the international conferences in the region (some of the planned conferences include ERK 2020 in Portorož, Slovenia, and INTSIKT in Tuzla, Bosnia and Herzegovina). All events will be announced through professional social networks, university web-sites, and social media used by students and other target audience.

#### **4.5. Organization of a yearly webinar (hosted in turn by the HEIs partners) broadcasted to all locations**

The members of the BENEFIT project will organize once a year a webinar that will be hosted by a different HEI each year and broadcasted to all involved HEIs. The webinars will feature presentations from current professors and students, alumni of the universities involved in the BENEFIT project and personalities from the industry. The aims of the webinar are: present the study programmes, tips about studying engineering, new ICT fields, career planning. This has the goal of reaching a wide audience of students and pupils and promote a career on ICT. The format of the open events is realized to show the impact/opportunities that ICT offers in solving big societal challenges, and it will serve as a model to be replicated in future events in the WB region to reach a wide community.

UBL will host the webinar in summer 2018.

UNI will host the webinar in summer 2019.

UB will host the webinar in summer 2020.

All the webinars will be advertised through professional social networks, university websites, and social media to a general audience, with particular target on the high school students and freshman students. UNI-KLU will serve throughout the duration of the BENEFIT project as coordinator of the organization of the webinars.

#### **4.6. Establishment of agreements for future double degrees, student mobility beyond the project duration**

One of the project aims and objectives is to establish bilateral agreements among the HEIs for future double degrees, joint teaching and student mobility beyond the project duration.

BENEFIT is regarded as a fundamental step for the INTERNATIONALIZATION of studies in telecommunication engineering in the region and a step for joint /double degrees between the participating HEIs. It will allow departments to improve self and external evaluation of study programmes, adopt English for increased internationalization and attractiveness. It is expected that other UNIVERSITIES will follow the same steps, not only WB but also EU universities (especially those with geographical proximity) that have interest in a harmonized system and to foster collaborations

and exchange of students. Developed guidelines will be disseminated and therefore exploited by UNIVERSITY LEADERS and PEOPLE INVOLVED in HIGHER EDUCATION REFORMS.

The whole project is aimed to create a study programme coordinated by a joint university-industry consortium: this will allow to offer future student double-degrees programmes that will make them suitable both for academic and industrial work projects.

UL will lead on the process of establishing agreements for double degrees, joint teaching, student mobility, bilateral agreements within Erasmus+ KA1, etc.

#### **4.7. Created an agreement for the maintenance of the web platform beyond the project life time**

Central web platform dedicated to the project dissemination will be developed during the project lifetime. In order to allow the use of the web platform after the completion of the project activities, a maintenance agreement will be prepared between the project partners.

FERIT will lead on the process of a strategy as well as the agreement preparation for the maintenance of the web platform.

Agreement for the maintenance of the web platform beyond the project life time should be prepared by 14 August 2020.

#### **4.8. Created partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering involving industry**

Although BENEFIT is a wide-ranging project, it is limited by its predetermined duration and clearly defined tasks. In order to let the project have a legacy that will thrive on its results, it is important to establish partnerships that will last beyond the project lifetime. UNI-KLU will mediate in creating new partnerships not only between the project members, but also with other European universities and industries. The newly created partnerships will start from the outcomes of the BENEFIT project and target European funding schemes to pursue a further valorisation of the competences developed within the BENEFIT project. Apart from the agreements established within T.6.6, pure research or joint research-industrial oriented projects will be targeted, which can be carried out based on the competences of the study curricula developed by the BENEFIT project.

UNI-KLU is leader of this task.

## **5. Dissemination plan**

Dissemination plan where project activities, outcomes and results are linked to the target groups, dissemination channels and methodology is given in table 5.1.



Table 5.1. Dissemination plan

Project activities		Outputs & results	Target groups	Dissemination channels	Methodology
<b>WP1: Consolidation of ex-ante analysis and preparation of implementation actions</b>	T1.1: Survey and analysis of telecommunications engineering study programmes in relation to modern society and industry needs	D1.1: Consolidated ex-ante analysis and guidelines aimed at boosting the telecommunications engineer profile including a projection of needs for ICT engineers in the future. Insight into the current state of telecommunication engineering studies. Assessment of industry needs.	Universities, Enterprises, the community,	Publication of the results on the project web site, dissemination events	Surveys, questionnaires, meetings
	T1.2: Consolidate guidelines for curriculum modernization in cooperation with industry	D1.1: Consolidated ex-ante analysis and guidelines aimed at boosting the telecommunications engineer profile including a projection of needs for ICT engineers in the future. Recognition of the current gap and deficiencies of study programmes. Guidelines for curriculum modernization	Universities (students, professors and teaching staff), enterprises, governmental authorities	Publication of the results on the project web site, dissemination events	Surveys, data analysis
	T1.3: Preparation of implementation actions	D1.2: Consolidated project plan of implementation actions.	Project members	Publication of the results on the project web site, Confluence Internal meetings	Meetings, discussion, shared documents, Management platform
<b>WP2: University-enterprise cooperation and modernization of the Telecommunications Engineering study programmes</b>	T2.1: Modernization of telecommunications engineering study programmes (within the 1 <sup>st</sup> and 2 <sup>nd</sup> cycle) in 3 B&H and 3 Serbian HEIs in cooperation with the ICT industry	D2.1: Modernized and accredited study programmes in telecommunication engineering of 3 B&H and 3 Serbian universities in cooperation with the ICT industry	Universities (students, professors and teaching staff), enterprises, governmental authorities, chambers of commerce	Publication of the results on the project web site, dissemination events	Presentations at events and meetings; bilateral meetings with industry and authorities; inclusion to faculty events such as open days; TV interviews
	T2.2: Delivery of courses in the modernized and accredited study programmes	D2.2: Delivery of new study programmes and report on the study programme changes.	Universities (students, professors and teaching staff)	Classes, lectures, presentations, project e-platform	Delivery of courses and lectures.

	T2.3: Creation and periodic update of web portal linking ICT study programmes and enrolment procedures	D2.3: Web portal linking ICT study programmes of both EU and WB universities and enrolment procedures.	Universities (students, professors and teaching staff), enterprises, governmental authorities, chambers of commerce, high-school students	Project e-platform, newsletters	Preparation of new materials and regular update of web portal.
	T2.4: Creation and periodic update of web catalogue of industry capacities and companies in the WB region	D2.4: Web catalogue for long-term cooperation with ICT industry in the region.	Enterprises, governmental authorities, chambers of commerce, students, high-school students	Project e-platform, newsletters	Preparation of new materials and regular update of web catalogue.
<b>WP3: Modernization of teaching methodologies and infrastructures</b>	T3.1: Adoption of new learning/teaching methods, tools, ICT best practices in teaching	D3.1: Development of modernized teaching methodologies.	Universities (students, professors and teaching staff)	Project e-platform, web sites of universities.	Learning and teaching based on selected new and modernized methodologies.
	T3.2: Creation of joint university-industry labs and modernization of the lab infrastructure	D3.2: Creation of six joint university-company labs ruled by an agreement.	Universities (students, professors and teaching staff), companies.	Project e-platform, web sites of universities and companies.	Lab exercises with new equipment, and theses co-supervised with industry.
	T3.3: Development of innovative training methods involving industry	D3.3: Collection of teaching material for new and modernized courses.	Universities (students, professors and teaching staff), ICT industry.	Project e-platform, web sites of universities and industry partners.	Learning and teaching based on new and modernized methods with the industry.
	T3.4: Development of learning/teaching methods based on student competitions, and development of student challenges and hackathons	D3.1: Development of modernized teaching methodologies.	Universities (students, professors and teaching staff), ICT industry.	Project e-platform, web sites of universities and industry partners.	Student competitions, challenges and hackathons as part of new learning and teaching methods.
	T3.5: Creation of web repository for class material and remote classes including audio-libraries	D3.4: Web repository for class and lab sessions material, recorded remote classes and network of audio-libraries.	Universities (students, professors and teaching staff), including LLL (long life learning).	Centre for IT at UNS, project e-platform, web sites of universities.	(Long Life) Learning and teaching based on new methods and methodologies.

<b>WP4: Training and internship implementation</b>	T4.1: Creation of web portal for training and internship opportunities	D4.1: Creation of training/internships Web Platform.	Universities (students, professors and teaching staff), industry partners, project team, chambers of commerce	Project web platform, local web sites of universities.	Meetings, discussions, direct communication with students, staff and industry partners.
	T4.2 Implement framework for student training in cooperation with EU partners and industry	D4.3: Implementation of internships and co-supervised theses in industry.	Universities (students, professors and teaching staff), industry partners	Project web platform, local web sites of universities.	Presentation on open events; direct and email invitations for students and companies.
	T4.3: Offer technological, entrepreneurial and IPR related training modules	D4.2: Implementation of student training modules on technical and entrepreneurial subjects.	University students	Project web platform, local web sites of universities.	Direct and email invitations. Organization of university student training modules.
	T4.4: Implementation of teacher training modules.	D4.4: Implementation of teacher training modules.	University teaching staff	Project web platform, local web sites of universities.	Direct and email invitations. Organization of university staff training modules.
	T4.5: Surveys and reports on training/internship.	D4.5: Surveys and reports on training/internship.	Universities (students, professors and teaching staff), industry partners	Online surveys and questionnaires	Direct and email communication with training and internship participants
<b>WP5: Quality control and monitoring</b>	T5.1: Establishment of the QCM Board and appointment of external experts for QC (1 QC expert and 2 external advisors)	D5.1: Establishment of Quality Control (QC) board and appointment of external experts for QC.	Project team	Publication of the results on project intranet (Confluence)	Meetings, discussion
	T5.2: Consolidation of areas to be monitored, indicators, and correction strategies both internal and external	D5.2: Development of guidelines for QC.	Project team	Publication of the results on project intranet (Confluence)	Meetings, discussion
	T5.3: Internal control of project progress and outcomes	D5.3: Reports on project implementation.	Project team	Publication of the results on project intranet (Confluence)	Meetings, discussion
	T5.4: Monitor graduates profile, improvements in the skills, correspondence to industry needs	D5.4: Reports on graduates profile improvements and correspondence to industry needs.	Project team, universities, industry partners	Publication of the results on the project web site	Meetings, discussion
	T5.5: Collect questionnaires and	Collection on the project intranet (Confluence)	Universities, enterprises	Publication of the results on	Surveys, data analysis

	surveys via social networks (LinkedIn, AngelList)			the project intranet (Confluence)	
	T5.6: Monitor student enrolment statistics in the region	D5.5: Report on tools for monitoring student enrolment and employability/employment/entrepreneurial statistics of graduates.	Universities, enterprises	Publication of the results on the project web site	Data collection
	T5.7: Establish a monitoring system for employment statistics of graduates in telecommunications engineering	D5.5: Report on tools for monitoring student enrolment and employability/employment/entrepreneurial statistics of graduates.	Universities, enterprises	Publication of the results on the project web site	Data collection
	T5.8: Establish a monitoring system for entrepreneur attitude and newcos created by graduates in telecommunications engineering (by means of surveys, databases, etc.)	D5.6: Reports on stakeholders reached beyond the project consortium.	Universities, enterprises	Publication of the results on the project web site	Data analysis
<b>WP6: Dissemination and exploitation of project outcomes</b>	T6.1: Development of the project web site combined with the web platforms developed in the other WPs. Preparation of the materials to keep the project web site up to date with the current activities.	D6.1: Central project web platform linked to the e-platforms developed in the other WPs.	Universities (students, professors and teaching staff), high school students, enterprises, employers, public authorities, chambers of commerce, general public	Central project web platform connected to the web platforms developed in the other WPs	Development of the web platform and the project web site, preparation and posting relevant materials on the web platform
	T6.2: Preparation of exploitation and dissemination plan.	D6.2: Report on exploitation and dissemination plan.	Project partners	Project web site	Meetings, discussions
	T6.3: Create promotional and dissemination material targeting high school students and society at large (exploiting also media)	D6.3: Preparation and delivery of dissemination and informative material.	Universities (students, professors and teaching staff), high school students, general public, enterprises, employers, chambers of commerce, public authorities	Project web site, open events, conferences, training, webinars, newsletters, newspaper	Creation of electronic and printed dissemination materials, posting materials on the project web site, sharing materials on different events

T6.4: Organize an annual open event outreaching a wide audience that includes public authorities, industry, students, pupils and non-expert people	D6.4: Offered open events to reach the community at-large and disseminate the results at ICT conferences.	High school students, universities (students, professors and teaching staff), enterprises, employers, public authorities, chambers of commerce, general public	Project web site, open events, local web sites of universities, emails, social media	Presentations, discussions
T6.5: 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, tips on study engineering targeting enrolled and prospective students/pupils	D6.5: Organization of a yearly webinar (hosted in turn by the HEIs partners) broadcasted to all locations.	High school students, universities (students, professors and teaching staff)	Webinar, project web site, open events, local web sites of universities, social media	Presentations, discussion
T6.6: Establish agreements for future double degrees, joint teaching, student mobility beyond the project duration, bilateral agreements within Erasmus+ KA1	D6.6: Establishment of agreements for future double degrees, student mobility beyond the project duration.	Universities (students, professors and teaching staff), project partners	Information about agreements on the project web site and HEI partners' web sites	Meetings, discussions, preparation of documents
T6.7: Create an agreement for the maintenance of the web platform beyond the project life time	D6.7: Created an agreement for the maintenance of the web platforms beyond the project life time.	Universities (students, professors and teaching staff, project partners, high school students, industry, public authorities, general public	Project intranet web site (Confluence)	Procurement procedure
T6.8: Create partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering	D6.8: Created partnerships for follow-up projects and H2020 funding for research projects on telecommunication engineering involving industry.	Universities, industry	Project intranet web site (Confluence)	Meetings, discussions

<b>WP7: Project coordination and management</b>	T7.1: Creation of a project management (PM) board	D7.1: Report on the project management (PM) board and its establishment.	Internal: Project partners and HEI's rectorates	Publication on the project's website	Deliverables, internal meetings
	T7.2: Creation of an e-platform for project management	D7.2: Report on the project management (PM) e-platform for sharing documentation.	Internal: project partners, funding agency	Management e-platform	Internal meetings, open events
	T7.3: Monitor and coordinate the overall project	D7.3: Project meetings and progress/status reports.	Project partners, industrial partners, students, chambers of commerce	Face to face meetings, remote meetings, Confluence, emails, Facebook and YouTube, website, LinkedIn	Documentation and posts uploaded on website, management e-platform, newsletters, reports, milestones, post on social media channels
	T7.4: Maintain flow of information between partners and the funding agency	D7.4: Periodical reports on status between the project coordinator (PC) and the funding agency.	Project partners, the funding agency	Confluence, emails, face to face meetings, remote meetings	Access to management platform, email exchange, invitation to project meetings and open events
	T7.5: Organize regular meetings (face to face and remote)	Project meetings	Project partners, students, chamber of commerce, funding agency, governmental authorities	Skype, Webex	Face to face meetings, remote meetings
	T7.6: Monitor the financial aspects of the project, funding, and prepare the reports	D7.5: Delivery of financial reports.	Project partners and the funding agency	Project website, project e-platform, reports	Access to management platform, email exchange, invitation to project meetings and open events

## 6. Exploitation plan

Exploitation of the results will be assured during and after the project lifespan. The target groups include all stakeholders in the HE system (students, university bodies) as well as companies and public authorities involved in the education and/or development of employment strategies. The objective is to go beyond the group of project partners. This will be realized by:

- Maintaining the developed study programmes.
- Establishing bilateral agreements among the HEIs for follow up double degrees, joint teaching, and student mobility.
- Implementing student and teacher mobility exploiting university, national and EU funding.

- Promoting the modernization of study programmes and teaching methodologies in other universities.
- Establishing relations with the socio/economic environment for long lasting cooperation (e.g. with companies and technology parks).
- Putting in place a monitoring methodology for continuous assessment of job market needs, employability and employment of graduates.
- Creating partnerships with companies for: joint labs, teaching cooperation, projects that can attract students to carry out research oriented theses and internships sustained with private and EU funding.
- Developing an agreement for the maintenance of the created web platforms beyond the project life.
- Actions to maintain the repository of documents and developed class material.

FERIT will lead on the process of the exploitation plan preparation.

Preliminary exploitation plan should be prepared by 14 November 2019.

## 7. Conclusions

Effective dissemination is necessary to ensure that the project activities results are presented to the targeted audience. The BENEFIT consortium is fully aware of the importance to effectively communicate results and all the project partners are dedicated to give their best to appropriately promote the project efforts. A detailed plan of dissemination has been developed, and task leaders responsible for the coordination of the activities are defined. List of all dissemination activities, task leaders as well as deadlines are given in the table 7.1.

Table 7.1. List of dissemination activities

Activity (Indicators of progress)	Task leader	Deadline
Establishment of a workgroup dedicated to coordinate dissemination actions (M1)	UNI-KLU	14-11-2017
Project progress dissemination in Tuzla during IntSikt 2018 conference (M8).	ENT	14-06-2018
Open Event involving the community on studying ICT with the participation of a renowned keynote speaker in Ljubljana (M9).	ENT	14-07-2018
Central web platform design drafted by FERIT and approved by the project coordinator (M10).	UNI-KLU	14-08-2018
Webinar on studying telecommunications engineering hosted by UBL (M10).	UNI-KLU	14-08-2018
Central web platform released (M12).	UNI-KLU	14-10-2018

Seminar on cloud computing research and teaching in Belgrade (M14).	ENT	14-12-2018
Workshop on telecommunications for smart systems in Klagenfurt (M19).	ENT	14-05-2019
Project progress dissemination in Tuzla during IntSikt 2019 conference (M20).	ENT	14-06-2019
Open Event involving the community on academia-industry cooperation in teaching with the participation of a renowned keynote speaker in Sarajevo (M21).	ENT	14-07-2019
Webinar on studying telecommunications engineering hosted by UNI (M22).	UNI-KLU	14-08-2019
Central web platform linked with the other online services created in the previous WPs (M24).	UNI-KLU	14-10-2019
Preliminary exploitation plan (M25).	FERIT	14-11-2019
Project progress dissemination in Tuzla during the IntSikt 2020 conference (M32).	ENT	14-06-2020
Webinar on studying telecommunications engineering hosted by UB (M34).	UNI-KLU	14-08-2020
Signature of agreement for the prolonged existence of the web platform (M34).	FERIT	14-08-2020
Open Event and dissemination involving the community on entrepreneurship with the participation of a keynote speaker in Novi Sad (M36).	ENT	14-10-2020
Agreements for maintenance of joint labs with industry (M36).	UL	14-10-2020
Dissemination in Portorož during ERK 2020 conference (M36).	ENT	14-10-2020
Agreement for further cooperation in education HEIs aiming at establishing at least one double degree and promoting student mobility (M36).	UL	14-10-2020
Increased awareness of telecommunications and ICT technology benefits to society measured with participation to organized workshops and open events, and amount of collected feedback (M36).		14-10-2020