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Exploitation and Sustainability Plan Updated and Activities

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Abstract	Updated description of ENHANCE exploitation and sustainability plan (ESP). This second ESP at M12 provides the stakeholder engagement activities of project partners in the first year, and the planned activities foreseen in Year 2 during which the main project milestones will be delivered.
Keywords	Exploitable results, sustainability, IPR management

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List of Abbreviations:

CPD   Continuous Professional Development

ER   Exploitable Result

ESP   Exploitation and Sustainability Plan

FCN   Family and Community Nurse

PHC   Primary Health Care

SAEM   Stakeholder Assessment Engagement Matrix

VET   Vocational and Educational Training

WHO   World Health Organization

WP   Work Package

Table of Contents

1. Executive Summary

This deliverable concerns the second updated Exploitation and Sustainability Plan, D7.3.2, of Month 12, and describes the main exploitation activities and plans in the first year of ENhANCE. The updated Exploitation and Sustainability Plan starts with an introduction in Chapter 2 that recalls the main purpose of the ENhANCE exploitation objectives and the expected results to be achieved in the short and long term. In Chapter 3 a summary of the overall exploitation strategy for year 2 is briefly explained, followed by an overview of the main exploitable results, a brief stakeholder analysis and a short summary of the main exploitation tools and channels. Chapter 4 summarizes the main exploitation activities in the first year, followed by individual exploitation activities of the appropriate partners. Chapter 5 provides the description of the monitoring methodology for exploitation and presents the indicators and objectives for exploitation for year 2. Chapter 6 introduces an approximate time plan for exploitation activities in year 2, linked to the expected exploitable results and Chapter 7 summarizes the document and provides some main conclusions in view of the second year.

2. Introduction

The first Exploitation and Sustainability Plan (ESP) under WP7 – Dissemination, Exploitation and Sustainability (D7.3.1) was submitted in Month 3, which laid the ground for the overall ENhANCE Exploitation and Sustainability strategy, the main project exploitable results, the relevant target groups, and presented some first tentative individual exploitation plans. The updated Dissemination Plan D7.1.2 supports the ESP as the communication channels used for dissemination and exploitation are the same.

2.1 Overview

This document represents the second update of the first ENhANCE Exploitation and Sustainability Plan (D7.3.1) and seeks to provide an up-to-date as well as a more detailed process for stakeholder engagement in the second year, but also presents those engagement activities that have taken place in the first 12 months.

2.2 Objectives

Successful exploitation entails a planned process of transferring the successful results of the project to appropriate decision makers and convincing individual end-users to adopt and apply the results.

To recall, and as already established in WP7 and mentioned in D7.3.1, the exploitation objectives aim to:

- <u>In the short term</u>: identify, prioritize and engage with key stakeholders (end users, and their representatives at national and European level) in order to build synergies and ensure the successful deployment of project results – notably towards employers of FCN (public and private), regulatory bodies for FCN training and education, VET providers (higher educational institutes such as polytechnic institutes or Universities of Applied Sciences), professional associations or orders of nurses

- <u>In the long term:</u> ensure that ENhANCE recommendations for efficient investments in FCN professionals are taken up and implemented by public and private employers in view of the new PHC model which is integrated, person-centered, comprehensive and community-oriented, of safe and high quality, in a sustained partnership with patients and informal caregivers.[1]

2.3 Expected results

The expected results of the ENhANCE exploitation and sustainability strategy are to:

- In the short term: to maximize impact and buy-in for ENHANCE tools through a successful engagement with key identified target groups and stakeholders, but also the project partners by obtaining their views and feedback on the first exploitable results, notably the first version of the FCN curriculum, the online tool, the pilot courses and the online tool.

- In the long term: to result in the support, endorsement and formal recognition at regional and national level of the ENhANCE FCN curriculum, its instantiation at local level (e.g., in the form of FCN Master's degree postgraduate specializations, or as CPD courses), and the uptake and integration of the ENhANCE FCN Curriculum in national or regional curricula.

3. Exploitation and Sustainability Strategy

As previously described in the first ESP, D7.3.1, the ENHANCE exploitation and sustainability strategy sets out the approach taken by the Alliance to multiply and

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[1] Tools and Methodologies for assessing the performance of primary care – Report of the Expert Panel on effective ways of investing in Health (EXPH)
https://ec.europa.eu/health/expert_panel/sites/expertpanel/files/docsdir/opinion_primarycare_performance_en.pdf

maximize the impact of the ENhANCE tools, and recommendations, and relies strongly on the individual exploitation strategies of the relevant Alliance partners each of who moreover represents the various stakeholder groups targeted by ENhANCE.

In this updated ESP, D7.3.2, a more expanded exploitation and engagement strategy is presented for year 2, which is a critical year of the project in that many of the expected project results (e.g., the FCN curriculum, the open online tool, and the guidelines), are undergoing substantial development, and will be released for piloting (in the form of VET programmes, postgraduate specializations or CPD courses) in three countries (IT, GR and FI). The exploitation strategy for the second year will therefore mainly focus on maximizing partner and stakeholder feedback with the aim to increase the usability and acceptance of the ENhANCE exploitable results, which includes resolving any perceived obstacles to their exploitation and future sustainability.

3.1 ENhANCE Project Exploitable Results

To recall, within ENhANCE the exploitable results developed throughout the project timeline as well as their relevance for different stakeholders i.e. target groups) have been identified, (see *Appendix* 1). All of them apart from ER10 (Pilots) and ER11 (FCN recommendations) will be delivered in the second year, at least in a first version.

3.2 Stakeholder Analysis

Successful stakeholder engagement is crucial, and an important prerequisite was therefore to analyze and prioritize all identified stakeholders according to their importance and potential influence on the project. This allows for a stratified engagement process as regards exploitation and sustainability, see figure 2.

This initial stakeholder analysis was completed by all partners in the first few months of the project, and each identified stakeholder was classified and mapped according to a Stakeholder Engagement Map which was presented in D7.1.1 and will be updated regularly to ensure its relevance in view of the upcoming exploitation activities in Year

2.
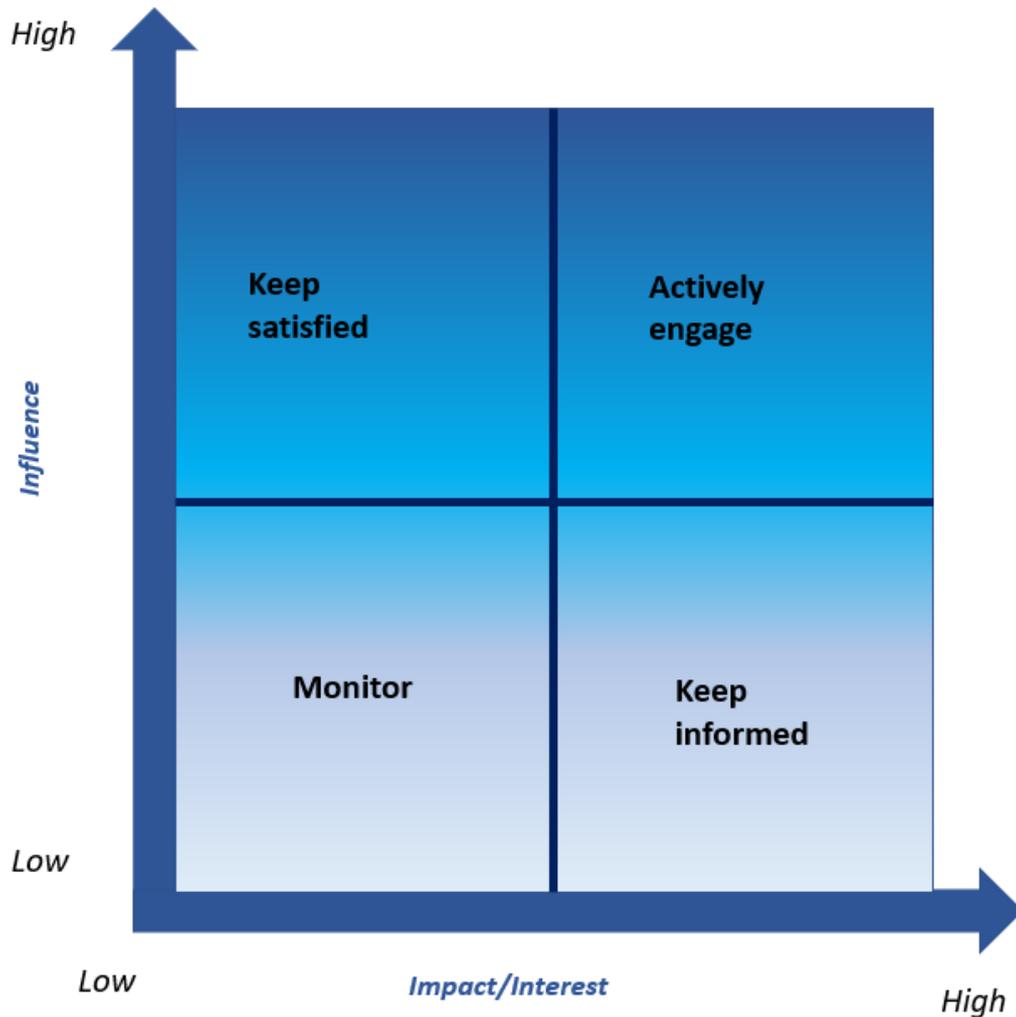
Figure 2. Stakeholder Map and framework for managing stakeholders based on their impact and influence. *Source: The stakeholder Management framework for teams, programs and portfolios (Scaled Agile, Inc, 2012)*[2]

3.2.1 Stakeholder categories

So far, a total of 65 stakeholders have been identified that were grouped into nine stakeholder categories, see figure 3. The three most frequent stakeholder categories were: (i) service providers for persons with disabilities including social services, (ii) public health care organizations (i.e., general hospitals), and (iii) professional associations (e.g., nurses/healthcare professional associations).

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[2] *https://agilealliance.org/wp-content/uploads/2016/01/Stakeholder-Management-by-Drew-Jemilo-Agile2012.pdf*
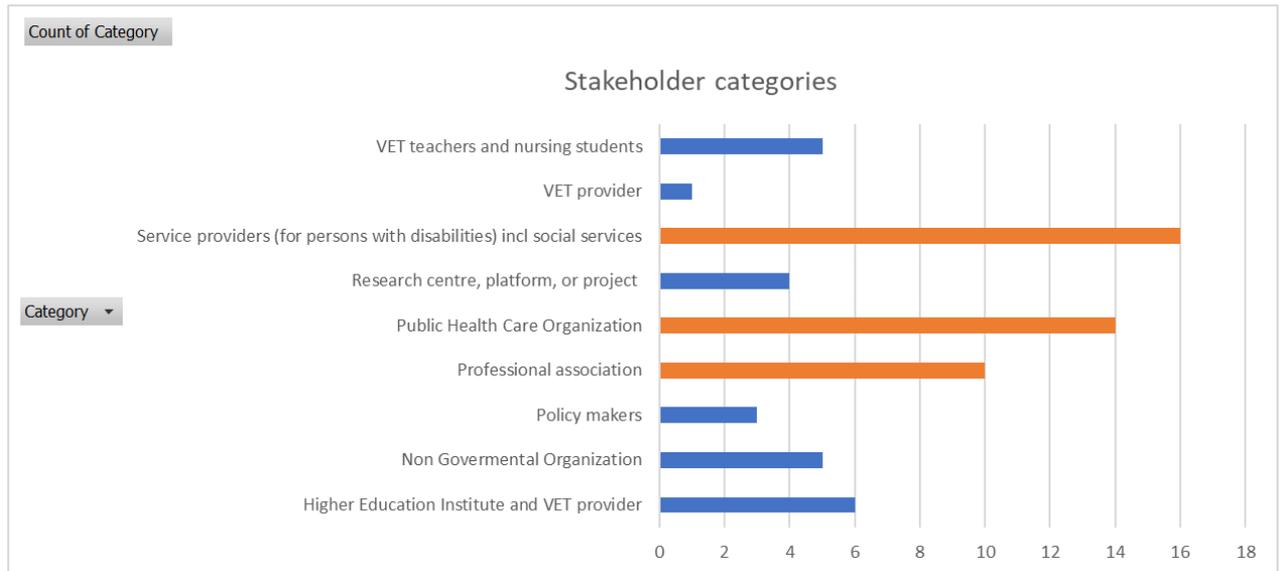
Figure 3. Stakeholder categories relevant for exploitation and engagement

3.2.2 Stakeholder influence and impact

The Stakeholder Assessment Engagement Matrix (SAEM) allowed for a further classification of stakeholders in view of the estimated potential impact of ENhANCE on the stakeholder (high, medium or low). It also assessed the potential influence the stakeholder could have on ENhANCE. Out of the 64 identified stakeholders half of them were considered to be highly impacted by ENhANCE (see figure 4).
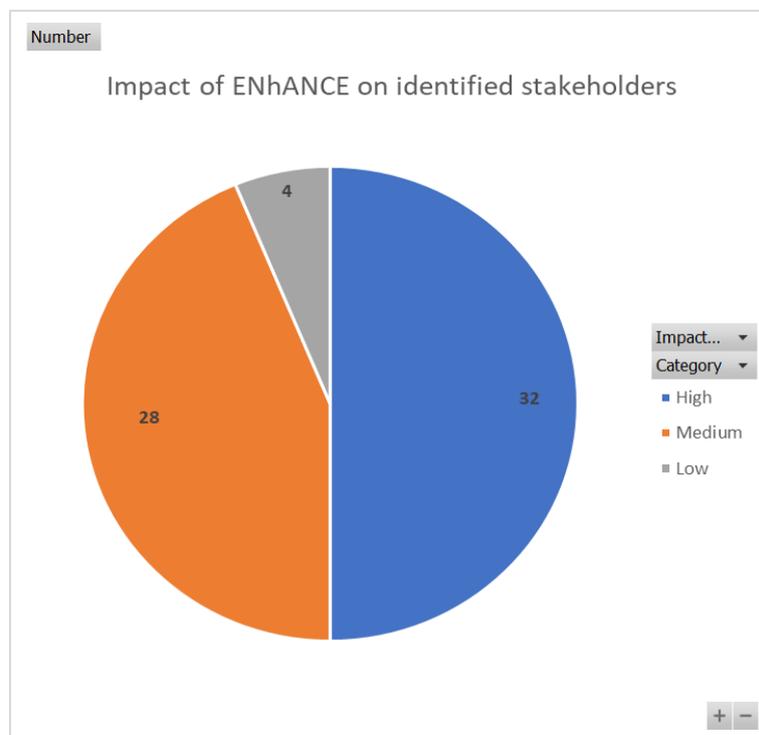
Figure 4. Impact levels of ENhANCE on identified stakeholders

In terms of the estimated project impact on the different stakeholder categories, it is estimated that ENhANCE will provide greatest impact on professional associations, followed at an equal footing by Higher Education Institutes and VET providers, and public healthcare organizations (mainly general hospitals) and VET teachers and nursing students (see figure 5).
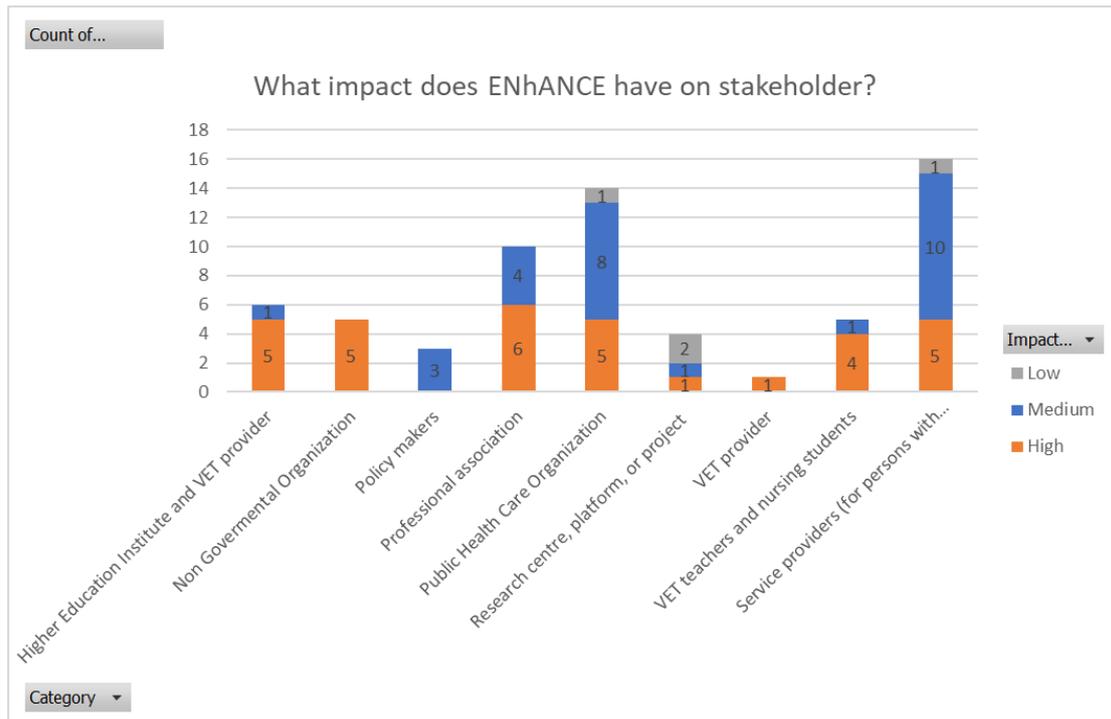
Figure 5. Impact of ENhANCE on different stakeholder groups

With regard to how much influence the stakeholder exerts over the project, about half of them (33 stakeholders) are considered to possess a high level of influence over the project and 20 stakeholders medium influence (see figure 6).

Influence of stakeholder on project

11

20

33
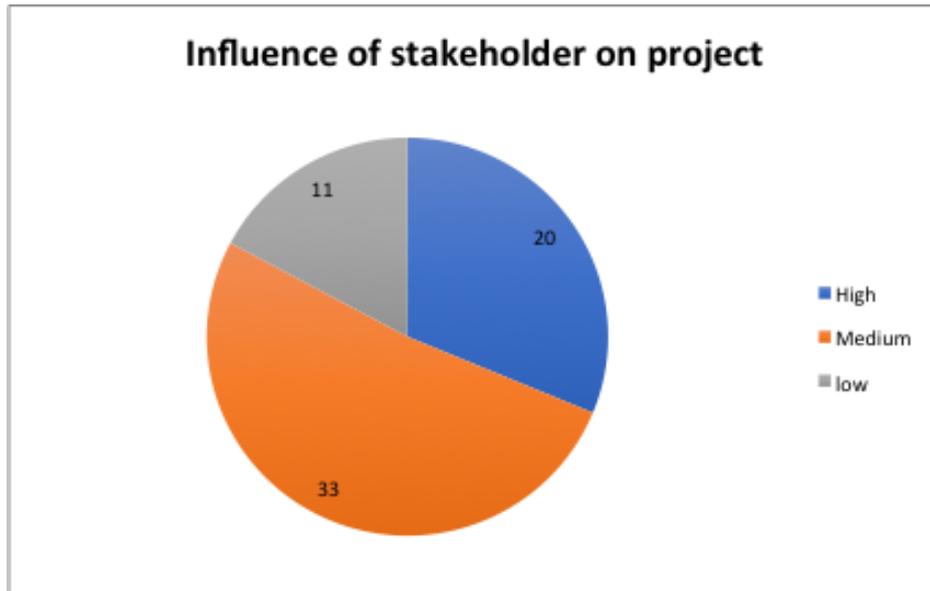
■ High
■ Medium
■ low

Figure 6. Levels of influence of stakeholder on ENhANCE

Stakeholder influence over the project is considered highest coming from (i) professional associations, (ii) service providers (e.g., social services) and (iii) higher education institutes/VET providers, and this is probably due to the fact that they are either representing the end-users of the project results and so their feedback on the curriculum will be considered crucial, or they represent organizations that play a strong role in potentially endorsing the project results (curriculum, etc.) and thus encouraging their potential widespread use and adoption (see figure 7).
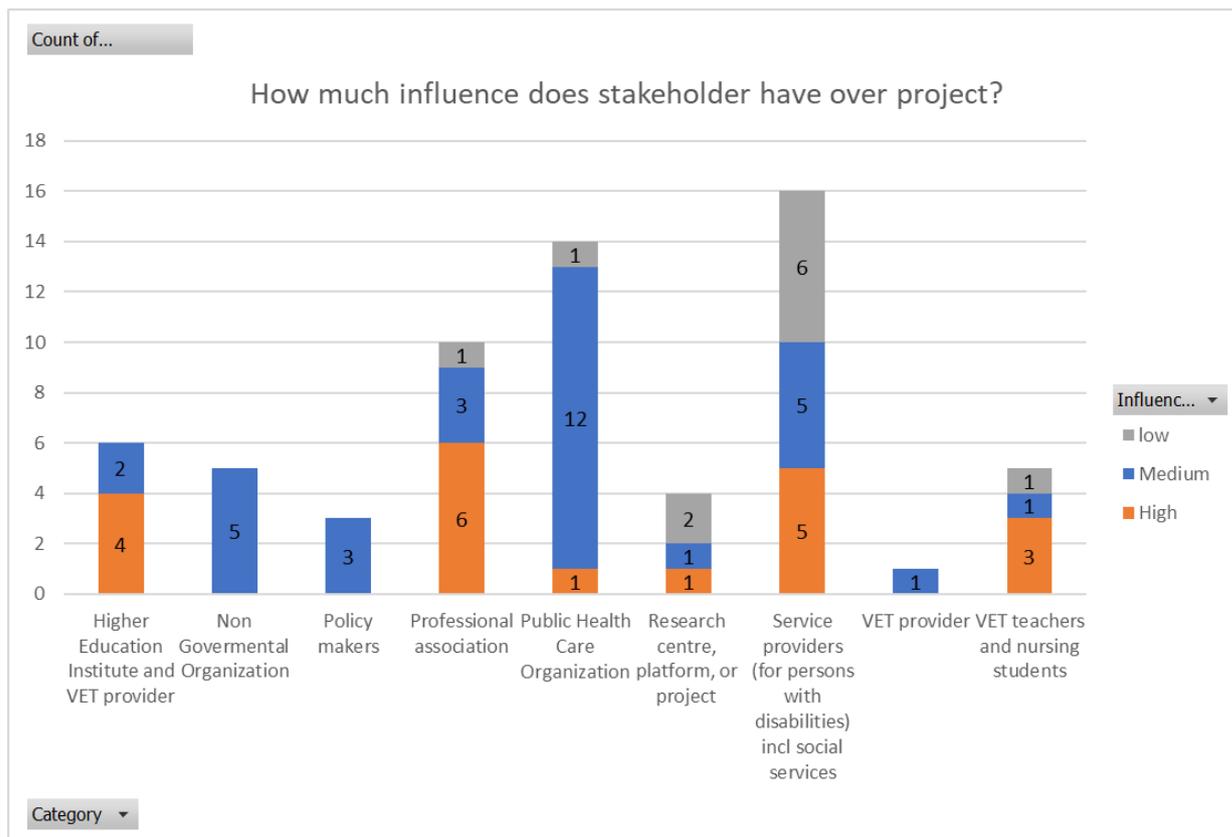
Figure 7. Level of influence of stakeholder on project

3.3 Tools and channels for exploitation and sustainability activities

The main tools and channels available for exploitation activities are the same as for dissemination, and have been described in further detail in the updated Dissemination Plan (see D7.1.2).

In addition, the exploitation activities will seek to engage on a more bilateral basis with relevant stakeholders, with the aim to obtain more specific feedback on the various project results such as curriculum, the guidelines, the open online tool etc. and in particular from stakeholders belonging to the "actively engage" and "keep satisfied" groups.

Moreover, to take full advantage of the sustainability potential of the tools developed, as was already explained in D7.3.1, an open innovation approach is applied enabling the involvement of the target audiences and the "buy-in" of the project main outputs, notably by making the contents available for free for VET teachers and trainers, and the online tool available as a public resource 12 months after project closure. :

4. Exploitation and sustainability activities in Year 1

The main Exploitable Result (see Figure 1) in the first year of ENhANCE, delivered in Month 7, was the competence-based FCN Professional Profile, which constitutes the baseline for the definition of a European, innovative, learning outcome-oriented modular VET Curriculum for FCN. Existing EU tools and instruments in the field of VET such as ECVET and ESCO were selected as relevant indicators to ensure its successful integration into the subsequent project phases of curriculum and guideline development, see Table 1.

Furthermore, an important feature of the FCN curriculum, which will encourage its potential exploitation will be the modular aspect of the FCN curriculum to fit the specific economic, social and cultural contexts in which the FCN will be practicing having a key role in the integrated care model.

4.1 Overall summary concerning Exploitable Results achieved in Year 1

Table 1. Summary of exploitable results in Year 1, indicators and status

	Exploitable result	Due date	Qualitative, quantitative or binary Indicators	Status in Year 1
ER1	**Reference EU Professional Profile for FCN based on WHO and EU recommendations.**	M7	• 1 digital Professional Profile delivered • Compliance with ECVET • Compliance with ESCO • Compliance with EU and WHO recommendations • Positive feedback from representatives of target groups	☑ Achieved ☑ Achieved ☑ Achieved ☑ Achieved (integrated in D2.2) ☑ **Yes:** Multidisciplinary expert panel involved in identifying 28 competencies of FCN

In terms of adopting a sustainable approach, the basis for the competencies of the FCN professional profile was derived from the analysis of existing WHO frameworks for the family health nurse and on community nursing. In a second step, these core competencies were then further refined and developed using a consensus-based approach (Delphi technique) involving three eDelphi rounds with a total of 23 experts participating from 10 European countries to reach final agreement on the 28 core competencies. The panel of experts comprised nursing academics, regulatory board members, nursing service directors and experts in family and community nursing.

4.2 Individual Exploitation Activities by partners and country

4.2.1 CNR-ITD, Italy

Partner Profile – Sector-specific expertise

CNR-ITD is a national public research institute focusing on methodologies and tools supporting innovative learning processes. CNR is Italy's National Research Council, and ITD (one out of over 100 institutes of CNR) is the Institute for Educational Technology. To date their main bilateral commitment and targets for exploitation have been with *Medicoopgenova*, which is a cooperative society based in Genoa representing family doctors and aims to provide professional support to family doctors to facilitate their mission to provide prevention and care.

Partner	Exploitable result	Targeted stakeholders	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence	Indicators for assessement
CNR-ITD	ER1, ER2, ER3	University of Ascoli Piceno (Faculty of Nursing Sciences)	CNR-ITD has engaged with the Faculty of Nursing Sciences at the University of Ascoli Piceno and provided them with information about ENhANCE project	CNR-ITD has described the ENhANCE project to the University of Ascoli Piceno and then we have promised to keep them updated.	Feedback from end users, other stakeholders, peers, policy makers, ENHANCE supporting partners
CNR-ITD	ER1, ER2, ER3	MEDICOOPGENOVA (association of doctors)	CNR-ITD has engaged with MEDICOOPGENOVA and provided them with information about ENhANCE project	CNR-ITD has described the ENhANCE project to MEDICOOPGENOVA and then we have promised to keep them updated.	Feedback from end users, other stakeholders, peers, policy makers, ENHANCE supporting partners

4.2.2 Si4Life, Italy

Partner Profile – Sector-specific expertise

Si4life is a regional research hub expert in the field of active and health ageing and instructional design in the field of health. SI4Life is strongly involved in the European Innovation Partnership in Active and Healthy Ageing (EIP AHA) is a key platform comprised of stakeholders across target that

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence	Indicators for assessement
Si4Life	ER1, ER2	The European Innovation Partnership in Active and Healthy Ageing (EIP on AHA); Action Group A3 (Lifespan Health Promotion & Prevention of Age Related Frailty and Disease) https://ec.europa.eu/eip/ageing/home_en	With the aim of discussing the importance of defining a Common European curriculum for the"Family and Community Nurse" new professional figure, Si4Life participated in the face-to face meeting (Verona 11-12 July, 2018) of the partnership where the Professional Profile and the ongoing work on the Curriculum were presented	Since the partnership includes Universities, Public Health Authorities, Research Entities and Associations (therefore both end-users and policy makers) we collected valuable impressions on ER1, and expressions of interest for the results of the project	Feedback from end users, other stakeholders, peers, policy makers, ENHANCE supporting partners

4.2.3 ALISA, Italy

Partner Profile – Sector-specific expertise and links with EU projects

ALISA, the Ligurian Health Enterprise, is a public enterprise responsible for the development and implementation of the regional health service and is moreover a regulatory body for nurses. Moreover specific synergies will be exploited in establishing crucial links with the project (funded through the European Regional Development Fund). The aim of CoNSENSo (COmmunity Nurse Supporting Elderly iN a changing SOciety) was to develop a (new PHC) model that puts the elderly at the centre of health and social care, building on the crucial role of the Family and Community Nurse.

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence
ALISA	ER1	AIFEC-Associazione Infermieri di famiglia e Comunità	During the Third AIFeC (Italian Association of Family and Community Nurse) National congress "Family and Community Nurse in the XXI century, that took place in Ivrea (October 26), ALISA presented the first results of the ENHANCE project and took contacts with stakeholders interested in the project.	The AIFEC is at the moment the main reference association on the FCN in Italy. It works as referece contact point on this specific topic monitoring the quality of the training. Its members contributed as expert in the DELPHI study conducted in WP2 of the ENHANCE project.
ALISA	ER1	FIMMG- Federazione Italiana medici di Famiglia-Liguria	ALISA sent to the association several communication including the main information on the project and its first results.	FIMMG rappresents an important professional association in the sector of primary care and has shown a great interest in the project.
ALISA	ER1	Università di Torino - Dipartimento di scienze cliniche e biologiche	During the Third AIFeC (Italian Association of Family and Community Nurse) National congress "Family and Community Nurse in the XXI century, that took place in Ivrea (October 26), ALISA presented the first results of the ENHANCE project and took contacts with stakeholders interested in the project.	It is the first VET provider that designed and implemented a master training in Family and Community nurse. University of Turin contributed as expert in the DELPHI study.
ALISA	ER1	CoNSENSo project	The 16th November 2018 in Genova took plae the final conference of the CONSENSO project (financed by Alpine Space Programme 2014-2020). During the conference ALISA presented also the connections between the two projects and how the ENHANCE project could integrate and use the CONSENSO results.	The consenso project contributed to the work performed during the WP3 of the ENHANCE project by sharing its results in terms of training, data collection and pilot experiences.
ALISA	ER1	Ordine Infermieri Genova	ALISA sent to the association several communication including the main information on the project and its first results.	OIG has shown a great interest in the project and requested to be updated on the next project results.

4.2.4 TEI of Crete, Greece

Partner Profile – VET Provider and sector-specific expertise

TEI of Crete, is part of the higher education system of Greece providing undergraduate and postgraduate educational programmes. Participating in ENhANCE both with the Department of Nursing and the Department of Electrical Engineering thereby bringing sector-specific expertise in the form of web-based solutions and community nursing.

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence
TEI-Cre	ER1, ER11	7th Region of Healthcare - Crete island/body Ministry of Health	Personal contact and by officially recruiting via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	Provision of training advanced nursing activities to its health care professionals working on primary care. Information and feedback meetings every six months.
TEI-Cre	ER1, ER11	University Hospital of Heraklion - PAGNI	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members. Information and feedback meetings every six months.
TEI-Cre	ER1, ER11	General Hospital of Chania	Training advanced nursing activities to its health professionals employee in Primary health carein the region of Crete, Greece	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members. Information and feedback meetings every six months. Information and feedback meetings every six months.
TEI-Cre	ER1, ER11	General Hospitals of: Rethymno; Agios Nikolaos; Sitia; Ierapetra; eraklion - Venizeleio; Neapolis	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members.Information and feedback meetings every six months.
TEI-Cre	ER1, ER2, ER3, ER7, ER11	Social services of following Municipalities: Heraklion, Chania, Rethymno, Agios Nikolaos, Ierapetra	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	Protection and promotion of public health in the Municipality, by taking appropriate measures and regulating the relevant activities.Information and feedback meetings every six months.
TEI-Cre	ER1, ER2, ER3, ER7, ER11	NGO Heraklion association of Alzheimer Disease and related disorders "ALLILEGII"	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	Training activities to evenings when such spaces become available. Also, NGo Allilegii attempt to detect new cases of dementia in the community applying neuropsychological evaluations and provide briefing, training and emotional support to the relatives and care-takers of the patients as well as dementia patients.Information and feedback meetings every six months.

4.2.5 ENE, Greece

Partner Profile – Regulatory Body for nurses and sector-specific expertise

ENE is the Hellenic public Regulatory body for nurses while at the same time providing the viewpoint of a nurse professional association. ENE's main stakeholder engagement activities as a regulatory body in the first year has been to maintain regular contact and provide information and news about the aims of the ENhANCE project and the upcoming FCN Curriculum development targeting the relevant Greek ministries i.e. health and education. Moreover, ENE has at an early stage provided

information to a few VET providers in the field of nursing about the developments concerning a FCN curriculum.

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence
ENE	ER1, ER2	Greek Ministry of Health	For the dissemination of results in relation to the role of "Family and Community Nurse", ENE has sent supplementary material to the Greek Ministry of Health about the aims of the ENhANCE project and the need for a common European curriculum for this new specialist role as Family & Community Nurse. The results of the ENhANCE project should be part of the policies at central level, addressing programs regarding the skills of FCN.	The Ministry of Health is responsible for the design and implementation policies at central level, addressing programs regarding the skills of FCN in the PCH system
ENE	ER1, ER2	Greek Ministry of Education, Research and Religious Affairs	In order to be defined the importance of the EU Curriculum for FCN based on WHO and EU recommendations; ENE has sent supplementary material to the Greek Ministry of Education, Research and Religious Affairs about the aims of the ENhANCE project and the need for a common European curriculum for this new specialist role as Family & Community Nurse. The results of ENhANCE project should be part of the policies at central level.	The Ministry of Education is responsible for the design and implementation policies at central level, addressing educational programs and policies regarding the skills of FCN
ENE	ER1, ER2	Department of Nursing of the National and Kapodistrian University of Athens	In order to be defined the role of "Family and Community Nurse" and to highlight the importance of the EU Curriculum for FCN based on WHO and EU recommendations; ENE has sent supplementary material to the Department of Nursing of the National and Kapodistrian University of Athens about the aims of the ENhANCE project and the need for a common European curriculum for this new specialist role as Family & Community Nurse.	The results of the ENhANCE project could lead in designing a Curriculum for FCN
ENE	ER1, ER2	VET Center in 'Sotiria' Chest Diseases Hospital	In order to be defined the role of "Family and Community Nurse" and to highlight the importance of the EU Curriculum for FCN based on WHO and EU recommendations; ENE has sent supplementary material to the VET Center in 'Sotiria' Chest Diseases Hospital about the aims of the ENhANCE project and the need for a common European curriculum for this new specialist role as Family & Community Nurse.	The results of the ENhANCE project could lead in designing a Curriculum for FCN

4.2.6 UEF, Finland

Partner Profile – VET Provider and sector-specific expertise

UEF, University of Eastern Finland, is participating as VET provider in the field of Nursing and has extensive experience in curricula development, implementation and evaluation. Overall, their exploitation activity as a VET provider will be to ensure that UEF adopts the FCN curriculum as a basis for developing UEF educational programmes for FCN targeting graduate nurses. In particular in the second year, they will be engaging with identified key stakeholders, notably the department of health and

social services of the City of Helsinki and the City of Kuopio, to whom the FCN pilot courses will be targeted.

4.2.7 FUTB, Portugal

Partner Profile – Employer/

FUTURE BALLOONS is an enterprise expert in innovative solutions for VET including pedagogical methods with specific knowledge in delivering ICT-based educational progammes. As regards engagement with stakeholders, Future Balloons sent an invitation to the Portuguese regulatory body for nurses (*Ordem dos Enfermeiros*) to participate at the ENhANCE July meeting in Portugal, but they declined the invitation. A proactive and coherent approach to manage and resolve these type of issues that the project may encounter will be further discussed at the upcoming project meeting in January 2019.

In terms of sustainability, Future Balloons were involved in the conduct of a study on the evolution of the employment market for the Family and Community Nurse as part of establishing the FCN Professional Profile (D2.1.1).

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence
FUTB	ER1	Ordem dos Enfermeiros (Nurses' Guild) /www.ordemenfermeiros.pt	Invitation to participate in the meeting in Portugal. But they not accepted it.	They have sent a formal letter explaining the reasons why they would not like to participate in the meeting, being the reason that they believe they should the ones recomending any kind of changes to the curriculum

4.2.8 EASPD, Belgium

Partner Profile – European umbrella organization

EASPD, the European association of service providers for persons with disabilities, is a European not-for-profit umbrella organization in the disability sector, and represents and promotes the views of over 15,000 social services and their umbrella associations in 33 European countries. The main objective of EASPD is to promote equal opportunities for people with disabilities through effective and high-quality service systems. EASPD stakeholder engagement input in the first year was ensured through awareness raising activities among its members about the ENhANCE project via their newsletter and various updates on their website targeting the wider membership.

4.2.9 Eurocarers, Belgium

Partner Profile – European umbrella organization

Eurocarers, is the European Association working for carers a European, a not-for profit umbrella organization and a European network representing over 100 million informal carers across Europe, and their organizations, but includes also relevant research & development organizations. Their mission is to ensure that the significant contribution made by informal carers to health and social care systems is sufficiently recognized and adequately supported. In the first year of ENhANCE, Eurocarers stakeholder engagement was mainly provided by bringing in the carers perspective (as end users) in view of ER1 – aimed at defining the core competencies of the FCN Professional Profile. In addition further engagement of "end users" was secured through their participation in semi-structured interviews to collect their views on the required competencies that FCN must have to satisfy the demands of end users such as informal carers.

Partner	Exploitable result	Targeted stakeholders	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence
Eurocarers	ER1	Informal carers	In view of integrating the needs of Informal carers into the FCN Professional Profile, Eurocarers particpated in the Expert Panel that was part of the procedure to define the core competencies of the FCN Professional Profile	Eurocarers participation in expert panel
Eurocarers	ER2	Informal carers	In view of integrating the needs of Informal carers Eurocarers recruited six "end-users" (carers) in 6 different countries for semi structured interviews to further explore the required core competencies of the FCN Professional Profile	Informal carers (end users) perspective on FCN captured in six semi-strucutred interviews

5. Monitoring, Reporting and Assessment

5.1 Monitoring and reporting

The dissemination activities are regularly monitored with the help of a *Exploitation Monitoring Tool*, see *Appendix 2* which is sent at regular intervals to relevant partners, and which forms the basis for reporting their individual exploitation and sustainability activities (past and planned) in the context of ENhANCE.

5.2 Assessing exploitation and sustainability - Key Performance Indicators

Table 2. Assessment indicators and objectives for exploitation activities in Year 2

	Exploitable result	Due date	Qualitative or binary Indicators	Quantitative indicators	Objectives YEAR 2
ER1	A reference EU **Professional Profile** for FCN based on WHO and EU recommendations	M7	• Compliance with ECVET • Compliance with ESCO • Compliance with the main identified WHO and EU recommendations • Positive feedback from representatives of target groups		Not applicable – already achieved in Year 1 See section 4.1
ER2	Reference EU **Curriculum** for FCN based on WHO and EU recommendations	M13: first release M35: final release	• Compliance with ECVET • Compliance with EQF • Positive feedback from VET providers about usability and efficacy • Positive evaluation following pilots in IT, FI and GR based on evaluation plan indicators and EQAVET indicators.		Compliance with indicators achieved, and VET provider feedback integrated
ER3	**Guidelines supporting VET designers** in the instantiation of local curricula for FCN	M14: first release M35: final release	• Positive feedback from representatives of VET providers about usability and efficacy • Compliance with ECVET • Compliance with EQF • Compliance with EQAVET • Positive evaluation of EU Curriculum flexibility and adaptability to different EU countries by different stakeholders		Compliance with indicators achieved, and VET provider feedback integrated
ER4	An **open online tool** supporting case study and best practice sharing for nurses	M17	• Positive feedback about usability from project partners • Positive feedback about usability from representatives of VET teachers and trainers	Number of case studies and best practices shared online	Feedback from VET teacher/trainer integrated
ER5	**Guidelines supporting teachers** to design effective learning activities starting from the localized curricula.	M21 (draft version) M35 (final version)	• Guidelines are based on the innovative model of CPD called 4Cs (Milligan et al., 2014) • Positive feedback from representatives of VET teachers/trainers re. Usability and efficacy		Compliance with CPD innovative model and feedback from VET teacher/trainer integrated

ER6	Instructional **Design documents for *3 national curricula*** in Italy, Finland and Greece.	M18	• Clear definition of learning outcomes in compliance with ECVET • Curricula formalized according to a unique template defined in the project • Positive evaluation of the IT, GR and FI pilot following the evaluation plan indicators and the EQAVET indicators.		Compliance of learning outcomes with ECVET National curricula follow unique template Pilots
ER7	**Design documents for 3 *pilot courses*** in Italy, Finland and, Greece	M18	• Clear definition of learning outcomes in compliance with ECVET • Pilot courses are described according to a unique template defined in the project • Positive evaluation of the IT, GR and FI pilots following the evaluation plan indicators and the EQAVET indicators.		
ER8	**European e-learning path** for VET teachers in the field of nursing.	M19	• Evaluation will focus on the quality of the materials and the satisfaction level of teachers attending the course		
ER9	**Free Open Contents** targeting VET teachers and trainers.	M19	• Positive feedback about effectiveness from project partners • Positive feedback about effectiveness from representatives of VET teachers/trainers		

6. Exploitation Time plan for Year 2 (Jan 2019 – Dec 2019)

As a majority of the project deliverables of ENhANCE (main exploitable results of the project) will be delivered in year 2, it is important that all ENhANCE partners engage with the identified stakeholders in SAEM to ensure a timely inclusion of their feedback and views. As both the FCN European Curriculum and the Guidelines will be released in a first version in Month 13 and 14 respectively, the views of VET providers but also end users should be the main priority.

Exploitable Result	Partner	Key stakeholders	Suggested activities	Approximate time line
ER2, ER3	CNR-ITD	• University of Ascoli Piceno (Faculty of Nursing Sciences) • MEDICOOPGENOVA (association of doctors)	Obtain their feedback on first release of FCN curriculum and guidelines	M13-18
ER1, ER2	SI4LIFE	• Programme in Support of the Italian Regional Healthcare System (PRO. M.I.S.)	Being a supra-regional entity aimed at coordinating inter-regional networks in the field of health, engagement with PRO.M.I.S could strengthen the sustainability by attracting the interest of policy makers in other Italian Regions	M13-18
ER2		• European Innovation Partnership in Active and Healthy Ageing (EIP on AHA); Action Group A3 (Lifespan Health Promotion & Prevention of Age Related Frailty and Disease)	Si4Life will submit the first release of FCN curriculum and collect feedback from end-users and other stakeholders of the EIP-AHA. This action will be carried out both during EIP-AHA presence meetings and through the update of the Commitments Tracker Tools Platform where the main results of ongoing projects are presented	M13-18
ER2, ER4		• Università di Tor Vergata (Rome) • Facultad de enfermeria Valladolid (Spain)	Members of faculty to validation and provide feedback on first release of curriculum and open online tool	M13-18
ER2, ER3, ER4	TEI-CRE	• 7th Region of Healthcare; • Ministry of Health; • General Hospitals and Public Health Services operated under local Municipality authorities	Information and feedback meetings organized every six months. Personal contact and by officially recruiting via newsletters from ENhANCE website. Provision of training in advanced nursing activities to health care professionals working in primary care.	M13-19
ER6, ER7, ER8		• General Hospitals and Public Health Services operated under local Municipality authorities	Information and feedback meetings every six months. Personal contact and by officially recruiting via newsletters from ENhANCE website. Provision of training in advanced nursing activities to health care professionals working in primary care.	M18-19

ER2, ER3, ER4, ER5, ER6, ER7, ER8, ER9	ENE	• Greek Ministry of Health, Greek Ministry of Education • Municipality of Aigaleo • Municipality of Peristeri	Engagement with various key stakeholders to provide information and feedback on the project every 6 months and ensure future educational programmes address FCN skills	M13-19
ER2, ER3, ER4, ER5, ER6, ER7, ER8, ER9		• Department of Nursing of the National and Kapodistrian University of Athens • VET Center in 'Sotiria' Chest Diseases Hospital	Engagement with various key stakeholders with the aim to provide information and feedback on the project every 6 months and ensuring design of FCN curriculum in line with ENhANCE	
ER1, ER2		• NGO "EDRA" • NGO "NOSILIA" • General Oncological Hospital of Kifisia "Agioi Anargyroi"	Regular engagement with the other stakeholders to invite them to support and endorse the FCN Professional Profile and Curriculum	M13-18
ER2, ER3	UEF	• City of Helsinki, Department of Social Services and Health Care • The City of Kuopio, Health Services Centre	Feedback to be sought from providers of health and social services on the first release of the curriculum	M13-18
ER2, ER3	FUTB	• Various universities and nursing schools	Direct engagement with VET providers to obtain feedback on curriculum and guidelines	M13-18
ER2, ER3	EASPD	• Service providers (for persons with disabilities)/ professional associations	Share project outputs via EASPD newsletters, social media and EASPD learning platform by permanently maintaining the project outputs in the knowledge center section.	M13-M24
ER2, ER3		• Educational Institutes	EASPD will target relevant educational institutes (including the European research platform for inclusive community planning and service development for people with disabilities (EURECO)) providing training for FCNs nurses across Europe to raise awareness about the Reference EU Curriculum for FCN based on WHO and EU recommendations	M13-M24
ER2	Eurocarers	• European Professional	Engage with European professional associations representing nurses to	M13-18

		Associations for Nurses e.g. European Federation of Nurses	seek their input and feedback on the FCN curriculum	
ER2, ER3		• EU Health Policy Platform • WHO Primary Care Advisory Group • Expert Panel on Effective Ways on Investing in Health	Provide information and updates on ENhANCE milestones to members of the EU Health Policy Platform and receive their feedback	M13-18

7. Discussion and Conclusions

This report describes the rationale for the ENhANCE Exploitation and Sustainability Strategy which is essentially based upon the Exploitable project results and the results of a Stakeholder Engagement Map, the existing dissemination tools and other measures which together will serve to guide and provide direction to the partners in their individual stakeholder engagement activities.

The updated ESP has described the exploitation and sustainability activities undertaken by the Alliance partners in the first 12 months of the project from January to December 2018, although it is evident that in this first year these activities have largely been about inviting stakeholders to take an interest in the project by providing general information about the project aims, and keeping them in the loop.

The report has sought to provide suggestions for future exploitation activities of Year 2 as proposed by the respective partners, and moreover presents the exploitation indicators and objectives (KPI) against which the Exploitable Results will be assessed.

In summary, the first main outcomes relevant to exploitation and sustainability in the first year of ENhANCE have been:

☑ 11 Exploitable Results and their respective key target groups/ stakeholders clearly identified.

☑ A Stakeholder Engagement Map with 65 stakeholders mapped according to level of project impact and influence.

☑ Clearly identified and prioritized stakeholder groups to focus engagement with in Year 2.

- In terms of highest influence, notably: (i) nurse professional associations (ii) health service providers (incl. social services) and (iii) higher education institutes/ VET providers.

☑ An FCN Professional Profile compliant with ECVET, ESCO and integrating the views of end-users (such as service providers and informal carers)

☑ Agreed and identified assessment indicators and objectives for exploitable results in Year 2.

☑ 9 Individual Exploitation Plans and activity reports received from all pertinent partners for Year 1

In view of the reported exploitation activities in year 1, it is evident that the crucial year, for engaging with stakeholders and seeking their feedback and views will be in the second year of ENhANCE when most of the Exploitable Results will be delivered, tested and validated. Given the above, the main recommendations to ensure the successful exploitation of project results, for Year 2 are to:

- ensure a coordinated approach to stakeholder engagement, based on the priority stakeholders identified in the SAEM, and the upcoming project deliverables, and to more fully utilise the identified supporting partners (see D7.3.1).

- ensure relevant feedback from key stakeholders are appropriately documented, prioritised, addressed and efficiently managed so as to ensure the sustainability of project outcomes

- maximise impact and success of exploitation activities by linking these to the targeted dissemination strategy and activities planned in year 2 as described in the updated plan, D7.1.2

8. References

- DiVa: Good Practice for Dissemination, Exploitation of Educational projects.
  Handbook for Dissemination, Exploitation and Sustainability of Educational Projects
  https://www.aidlearn.pt/fls/doc/proj/diva_handbook.pdf

- Erasmus + Programme online guide
  https://ec.europa.eu/programmes/erasmus-plus/programme-guide/annexes/annex-ii_en

- European IPR Helpdesk, Fact Sheet The Plan for the Exploitation and Dissemination of Results in Horizon 2020

Appendix 1- Exploitable results, due date and target groups

Number	Deliverable	Exploitable result	Description	Due date	Target group	Potential benficiaries
ER1	D2.2	**Reference EU Professional Profile for FCN based on WHO and EU recommendations.**	Definition and delivery of a reference Professional Profile (PP) for the Family & Community Nurse at European level and targeting the Vocational Education and Trainig (VET) of this profile, serving thus as the basis for the FCN Core Curriculum.	M7	VET providers in the field of nursing, policy makers, regulatory bodies for VET in the Health care sector, nurses professional associations, health and social public institutions.	Individual professionals (nurses)
ER2	D3.1.1 D3.1.2	**Reference EU Curriculum for FCN based on WHO and EU recommendations**	The EU curriculum will play a reference role at European level for any VET designer targeting FCN profiles; the flexibility and modularity of the Curriculum will ensure the possibility of it being instantiated in the different EU countries; it will refer to EQF and other relevant EU tools for VET targeting graduated professionals and will aim to input into the EU Skills Panorama	M13: first release M35: final release	VET designers and providers in the field of nursing, regulatory bodies for VET in the Health care sector	Policy makers, nurses professional associations, health and social public institutions and representatives of public and private employers, individual professionals (nurses).
ER3	D3.2.1 D3.2.2	**Guidelines supporting VET designers in the instantiation of local curricula for FCN**	A set of guidelines will be produced in order to provide VET designers with instructions about how to instantiate the EU Curriculum into local curricula, the starting point being the needs and rules in the country of the target nurses. The guidelines will support the instantiation of the FCN common curriculum into different kind of courses e.g. in some countries as a MSc postgraduate degree, in others in the form of Continued Professional Development (CPD) courses	M14: first release M35: final release	VET providers in the field of nursing, regulatory bodies for VET in the Health care sector.	Policy makers, nurses professional associations, health and social public institutions and representatives of public and private employers, individual professionals.
ER4	D4.1.2	**An open online tool supporting case study and best practice sharing for nurses**	An open online tool for nurses to access and share documents, discuss case studies and best practices but also a way to support social networking and communication through chat functions and common forums. The online tool will be enriched with examples throughout the project and will support a multiple language interface.	M17	VET teachers and trainers in the field of nursing	VET providers, students

Number	Deliverable	Exploitable result	Description	Due date	Target group	Potential benficiaries
ER5	D4.3.1 D4.3.2	**Guidelines supporting teachers to design effective learning activities starting from the localized curricula.**	The guidelines will contain indications and methodological recommendations for teachers on how to use and customize the tools proposed by the project, as well as how to identify the most adequate teaching and learning methods for the delivery of the activities.	M21 (draft version) M35 (final version)	VET teachers and trainers in the field of nursing	VET providers.
ER6	D3.3	**Instructional Design documents for *3 national curricula* in Italy, Finland and Greece.**	Instructional design documents for three national curricula (Italy, Finland and Greece) will be produced starting from the EU Curriculum. Specific templates will be defined in order to systematize the information about the specific curriculum, and will be the baseline for the instructional design documents. National curricula will describe the instantiation of the EU curriculum into a specialisation course for family and community nurse. In IT it will be a MSc (first degree), while in GR and FI it will be a CPD course	M18	VET providers in the field of nursing, regulatory bodies for VET in the Health care sector.	Policy makers, nurses professional associations, health and social public institutions and representatives of public and private employers.
ER7	D3.3	**Design documents for 3 *pilot courses* in Italy, Finland and, Greece**	The national curricula will be further instantiated into specific pilot courses detailng specific materials, timing, course programmes, teachers, logistics etc	M18	VET providers in the field of nursing, regulatory bodies for VET in the Health care sector	Policy makers, nurses professional associations, health and social public institutions and representatives of public and private employers.

Number	Deliverable	Exploitable result	Description	Due date	Target group	Potential benficiaries
ER8	D4.1.2	**European e-learning path for VET teachers in the field of nursing.**	A community of teachers will be created across the countries involved in the pilots in the codesign of the activities that will be a the centre of the 3 country pilots. Teachers will be offered an eLearning training pathcourse, aimed to support introduce them to the most innovative learning design methods and tools them with ad hoc methods and tools. The eLearning path for teachers will be hosted on an eLearning environment.	M19	VET teachers and trainers in the field of nursing.	VET providers, students
ER9	D4.2.1	**Free Open Contents targeting VET teachers and trainers.**	Training materials compliant with open learning technology standards (e.g. course guides, lesson plans) used within and produced during the e-learning path for teachers will be available in the form of Open Contents hosted in an eLearning environment. It will be public and available to anyone registered as a user. The online training materials will be available for at least 12 months after project end.	M19	VET teachers and trainers in the field of nursing	VET providers
ER10	D5.1 D5.2 D5.3	**Delivery of pilot courses in Family and Community Nursing in three different countries Italy, Greece and Finland**	Pilot courses will be carried out in Italy, Greece and Finland starting in Month 20. The courses will be piloting the instantiation of the FCN curricula in line with specific local needs. They could be Continuing Education Courses or Masters and implemented in one or more editions.	M29	Graduated nurses	
ER11	D7.3.4	**Recommendations for efficient investements in FCN professionals both for public and for private employees**	One of the causes of the skills gap identified in the field of Family and Community Nursing is that national governments lack (at different levels) of guidance, time and funding for investing in new PHC models. Public and private employers, but also regulatory bodies and policy makers will be provided with Recommendations enhancing the shift from the old PHC model to the new one, investing in FCNs.	M36	Representatives of public and private employers, policy makers, health and social institutions.	Regulatory bodies for VET in the health care sector, nurses professional associations.

Appendix 2 – Exploitation Monitoring Tool

ENhANCE Exploitable Results - INDIVIDUAL EXPLOITATION PLANS (YEAR 1)

Partner	Exploitable result (see sheet 3 with exploitable results list)	Targeted stakeholders (Policy makers or end users identified in SAEM or elsewhere)	How did you engage with the stakeholder (i.e. end-user or policy maker) to ensure transfer of successful results or uptake/adoption of results	Outcome/ follow-up/ Evidence	Indicators for assessement (E.g. feedback from end users, other stakeholders, peers, policy makers, ENHANCE supporting partners)	Sustainability What measures will you take to ensure the exploitable results will be sustained beyond the project funding periods	Evidence / Further informa
		Exploitation is					
		(a) a planned process of transferring the successful results of the project to appropriate decision makers at local, regional, national or European systems, on the one hand and					
		(b) a planned process of convincing individual end-users to adopt and/or apply the results of programmes and initiatives, on the other hand.					

Partners E&S activities YR1 | planned E&S activites YR2 | Exploitable results list | SAEM | list | ⊕