

D6.1 – Plan for Exploitation and Dissemination of Results (PEDR)

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Abstract

This report provides comprehensive details in relation to the communication, dissemination, networking and exploitation strategy and plan of ECARE, thus materializing ECARE's deliverable D6.1. It first provides an overview of the project and its dedicated Work package for communication and dissemination (WP6), and then proceeds to the details of the main pillars of said strategy. These pillars comprise of setting up the specific ECARE main communication and dissemination goals, defining the main target audiences to be reached, and consequently the exact approach to be followed for the successful dispersal of the ECARE project. The final pilar provides information on the monitoring and evaluation techniques to be used to measure the anticipated impact of the communication efforts done throughout the project.

Keywords

Communication Strategy, Dissemination, Networking, Exploitation, ECARE clustering





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Introduction

Funding for aviation is fragmented into many different funding instruments and funding bodies, sometimes creating misalignments between regional/national and EU initiatives. At European level only, several programmes share common objectives with CA JU, e.g. ERDF funds of the cohesion policy, or Horizon Europe partnerships. Moreover, Member States and their regions also have many specific funding programmes for R&I. Furthermore, specific roadmaps for R&I have been put in place at regional level such as the Research and Innovation Strategies for Smart Specialisation (RIS3) and the upcoming Partnerships for Research and Innovation (PRI). These different sources of funding are offering additional opportunities to advance technology development, but at the same time they are making the funding landscape more complex for project initiators.

In response to that, the ECARE project will develop and disseminate methodologies to create synergy mechanisms applicable to all EU aeronautical regions. These methodologies will be designed and tested in a Pilot involving four major regions of the European aeronautical industry, namely Occitanie and Nouvelle-Aquitaine in France, Hamburg in Germany and Campania in Italy. Over the course of the project, the methodologies will be improved, adapted and tested against the realities of these four regions, turning ECARE into a mature operational guidance project for CA JU and other European regions and countries.

For ECARE to be able to create funding synergies and disseminate methodologies, as well as to effectively disseminate the project's major outcomes and achievements in a strategic and targeted manner, a dedicated work package (WP) for Dissemination, Communication and Networking has been put in place. Within this WP, a specialized plan that describes all dissemination, communication, networking and exploitation actions to be undertaken throughout the project are described. This report thus materializes the delivery of D6.1: Plan for Exploitation and Dissemination of Results (PEDR) and is strategically thought of to:

- appropriately identify and organize the activities to be performed throughout the project duration to maximize the project's expected impacts,
- practically guide the consortium on the project's communication and dissemination planning and the day-to-day communication activities to be performed throughout the project duration,
- broadly and strategically communicate and promote the project, its progress and major results to all the ECARE relevant target audiences and end-users.

In the following sections of this document, a detailed communication, dissemination, networking and exploitation plan is presented. Following this introductory section, the plan starts with an introduction to WP6 and subsequently provides a communication and dissemination overview for ECARE. The specifics of the project's major dissemination goals, relevant target audiences, as well as the communication and dissemination approach and concrete actions to be performed are then analysed. Finally, it is described how the effectiveness of these actions will be effectively monitored through specific assessment and evaluation measures. This plan will be regularly updated in accordance with the evolution of the project and the specific needs and risks that arise during each phase of its implementation.





Introduction to WP6

Work Package 6 (WP6) of ECARE is specifically designed to ensure the extensive, broad and strategic outreach of ECARE, as well as that the outcomes that will emerge throughout the project duration will be effectively communicated and disseminated to all relevant identified target audiences, during and after the project implementation. Precisely, the topmost objectives of WP6 are to:

- design and implement an effective dissemination, communication & networking strategy;
- communicate the concept, objectives, ongoing progress and outcomes of the project to all identified relevant target audiences;
- publish achievements and findings through events, local and international media;
- organize workshops and events, as well as participate at existing relevant international conferences to present the outputs of the project;
- build networking activities and develop synergies between stakeholders, as well as promote clustering within and outside the project consortium.

This document is the strategic plan which designs and sets the initial steppingstones of the overall communication, dissemination, networking and exploitation strategy of ECARE.

As the WP6 implementation time spreads throughout the entire project duration, i.e. 24 months, it will be ensured that the relevant information is communicated on a timely and efficient manner in accordance to the project evolution, news, activities and achievements.





Communication and Dissemination Overview

The foremost objective of this communication, dissemination, networking and exploitation plan is to identify and organise the activities to be performed throughout the project, so as to ensure augmented exploitation, high impact and increased likelihood of uptake of the project's major outputs. This can only be achieved by communicating the right information to the right people at the right time, using the proper wording, communication channels, tools and mechanisms.

Therefore, dissemination of project results is a key component of ECARE in order to maximize its overall impact and trigger effects across its targeted stakeholders.

This plan will replicate the progress of the project, as it will be a live document updated periodically to include actions already carried out. It will thus take into account adapted dissemination, communication and networking activities until the end of the project. By addressing the communication strategies on different target audience levels, this plan will inter alia deal with the following four pillars:

- 1- **Defining the ECARE dissemination goals:** which are set based on the identified and desired dissemination needs, aims and outcomes at different stages of the project implementation.
- 2- Identifying the specific target audiences and the most appropriate communication method(s) for each category, to help in achieving the set dissemination goals: this refers to categorizing an extensive range of relevant audiences that will be interested or impacted by the ECARE outcomes and accordingly deliver a communication style which is best for each specific type of audience.
- 3- Adopting the exact dissemination approach: based on the set goals and identified target audience(s), the proper communication and dissemination approach will be set in the form of a comprehensive communication and dissemination plan with specific networking and exploitation activities to be undertaken, in addition to dedicated actions for enlarging the ESG. This plan will be adopted and implemented throughout the project lifecycle ensuring that the project's dissemination goals are met.
- 4- Monitoring, assessing and evaluating the dissemination plan and activities: this includes a set of quantitative measures with a list of indicators that will be set to (i) closely track the results of the undertaken dissemination and communication activities; (ii) monitor the overall dissemination progress and effectiveness, and (iii) consequently modify and fine-tune, where needed, the executed dissemination strategy, so as to ensure that the expected impact is achieved.

These pillars set the strong basis for organizing the desired strategic planning and implementation of the ECARE communication, dissemination, networking and exploitation activities and are detailed in the following sections of this report.

The ECARE consortium will implement this dedicated dissemination, communication, networking and exploitation plan, predominantly aiming at ensuring the effective, broad and sustainable dissemination of the project's generated knowledge and results, among and beyond the members of its consortium, through the implementation of suitable and specialized dissemination activities for each of the project's identified target groups.

Several key factors are identified which will play a great role in the successful implementation of this strategy. Explicitly, the following key factors will ensure that the project achieves maximum impact:





- The benefits of the project are immediate, measurable and of significant interest to the identified key stakeholders;
- The implementation of the dissemination and exploitation tasks will be led by professional entities, as EASN-TIS is one of the most recognized entities in Europe, having a strong experience and solid track-record in the field of communication, dissemination and exploitation of aviation projects;
- All partners in the project are committed to ensuring the project delivers its stated goals;
- A fully integrated dissemination, communication and networking plan is developed as part of WP6 and implemented to deliver the impact of the project.

Other additional factors which also influence the effective implementation of this PEDR are presented in Table 1.

Factor	Detailed Description
Accurate definition of communication and dissemination goals	SMART objectives are put in place, taking into consideration allocated budget, effort, and resources available.
Right identification of audience	The targeted stakeholders and audience are appropriately identified and is narrowed down to their relevance to the ECARE project
Selection of the right key messages	 The project team will be easily reachable for enquiries. The right information and language to be used for the right subsection of audience, depending on their distinct interests and needs Communicated information will be comprehensible and in a language structure that can be easily up-taken by the relevant target groups, including the wider general public as well as policy and decision makers
	A FAQ will be created and available for possible sensitive information
Good management	 All consortium partners contribute on a timely manner Proper time and budget allocation is key
	- Continuity of good management is ensured
ECARE Stakeholder Group is well spread	Networking actions will be identified and performed, throughout the project, to engage and enlarge the ESG
Timely monitoring and evaluation	Continuous assessment and evaluation of the executed activities are done on a timely manner to adjust the PEDR accordingly, where required.

Table 1: Factors Influencing successful implementation of PEDR





Communication and Dissemination Goals

As previously noted, ECARE aims at clarifying the existing landscape of regional/national innovation roadmaps and funding opportunities for aeronautical stakeholders and to create complementarities and synergies between them to enable the European aeronautical industry to achieve the ambitious targets of the Clean Aviation Joint Undertaking (CA JU) Programme while maximising public funding impact and efficiency. The ECARE project will develop and disseminate methodologies to create synergy mechanisms applicable to all EU aeronautical regions. These methodologies will be designed and tested in a Pilot involving four major regions of the European aeronautical industry, namely Occitanie and Nouvelle-Aquitaine in France, Hamburg in Germany, and Campania in Italy. Over the course of the project the methodologies will be improved, adapted, and tested against the realities of these four regions, turning ECARE into a mature operational guidance project for CA JU and other European regions and countries.

To achieve all this and to amplify the ECARE impact, both high-level goals and specific outputs from the project are fixed, to effectively make them available to the relevant target groups.

The ECARE key messages to disseminate will emerge from the scientific work completed in Work packages 2, 3, 4 and 5 and mainly concern the wide communication of the results of:

- the mapping of the current innovation and funding ecosystems in the aeronautical sector;
- the analysis of the global aeronautical value chain needs for technological innovation;
- the recommendations for complementarities and synergies between regional/national/ European initiatives and CA JU;
- and the newly developed ECARE digital platform.

In order to have those results available to the aviation community, and thus ensure their exploitation by decision makers and other relevant stakeholders, high-level dissemination goals have been set-up and are detailed below:

Level 1: Awareness raising: This goal aims to achieve a high level of acquaintance to target audiences about the project goals, activities, progresses and results, through various routes and events. It starts in the early stages of the project and lasts for its entire duration. Clear and specific efforts will be put in place by the ECARE consortium towards promoting the project and making it widely known and easily recognized, through its exclusive visual identity. This goal can be considered accomplished when a wide range of audience is exposed to the project communication material and receives information and updates about the project regularly. The positive impact of awareness raising efforts will be revealed when the targeted audiences are familiar with the project topic and use the shared information in a constructive manner into building advanced knowledge and understanding about the topic at hand.

Level 2: Inform and generate understanding: This goal is a follow-up to the prior awareness raising activity, where the aim is to transfer key messages to specific stakeholders and end users. This will enhance their knowledge and comprehension of the project itself, through specific key messages that are conveyed to the relevant target audiences and verified that these messages are comprehended correctly. This will be accomplished through periodic communication on the progress and achievements of the project, (e.g. through periodic newsletters and others) which will help in the proper use of the produced information by the relevant target groups. Follow up activities and continuous communication are of great importance to achieve this goal. This activity will be continuously ongoing during the entire project, to ensure that project outputs and results are efficiently disseminated.





Level 3: Engage the audience: The aim of this activity is to further engage with the stakeholders through specific dissemination actions and to involve them in the ECARE project with the use of the project results and outputs, by having an enhanced interaction between the stakeholders and showing the relevance of the project to their practices and at the same time collecting feedback. For this, specific dissemination actions will foster interaction to encourage the active participation of the stakeholder communities, general public and a wider range of target audiences. The activity includes initiatives that will alleviate a continuous and consolidated exchange of relevant information between the consortium and the relevant audiences.

Level 4: Ensure impact: ECARE aims to ensure having a positive sustainable impact on the long run within the aviation community and the wider general public. To achieve this purpose, the project results will be widely communicated and disseminated with the relevant target audiences. The most ambitious target of the dissemination plan consists of getting the key messages to the right decision makers (policy makers, funding organizations, regulatory authorities, etc.) so that the ECARE results are translated into policy, funding policies and synergies which will directly impact the EU citizens. Communicated messages are presented in a strategic manner to help in defining policies and pave the way towards creating a homogeneous aviation funding landscape in the future.

Raise Awareness Generate Understanding Achieve a high level Engage of awareness of Transfer key relevant messages to specific Ensure Impact stakeholders about Foster interaction to stakeholders and end the project goals, encourage the active users, enhancing activities, participation of the their knowledge and progresses and stakeholder Ensure impact and comprehension on findings. communities, general sustainability of the project itself. public and a wider the project results range of target on the relevant audiences target audiences.

Figure 1 provides a graphic summary of these high-level dissemination goals.

Figure 1: ECARE High-level Dissemination Goals

ECARE communication and dissemination also refers to the internal communication within the consortium. This plan safeguards that all ECARE partners share knowledge and results generated throughout the project and are aligned to the strategy to effectively communicate these results to the external stakeholders during and after the project lifecycle.





Target Audiences

ECARE shall have an extensive outreach, in a strategic and targeted manner, and the outcomes that will emerge throughout its duration shall be effectively communicated and disseminated to all relevant identified target audiences, during and after the project implementation.

For each case, the ECARE disseminated messages will be adapted to each of the related target groups, in order to ensure an effective outreach strategy and successfully achieve the corresponding objectives. Namely, the categories of stakeholders that are expected to be interested in the ECARE results, methodologies and recommendations are:

Decision makers: They include policy makers, the Clean Aviation Joint Undertaking (CAJU), regional / national authorities, company management, representatives of the European Commission (EC), regulators, associations, etc. who will also be asked to provide consultation input as well as make sure that the project's final outputs will be accordingly followed up and adapted.

Specialized audiences: This audience is made up of organisations directly affected by the results and outcomes of the project in their work, i.e. research communities in the industrial and academic sectors, clusters and associations representing stakeholders, coordinators and partners of relevant running projects and initiatives, etc. A large part of this audience will also be potential contributors of information to the project. Namely, key stakeholders include:

- ESG members, which will be closely involved in the implementation of the project, and will also play an important role in amplifying the impact of ECARE;
- European technology framework programmes and partnerships such as Horizon Europe clusters programmes, SESAR JU, Clean Hydrogen JU, Batt4EU or the graphene flagship and their respective (national) contact points;
- Local authorities and associations of local authorities such as the Vanguard Initiative, the Assembly of European Regions or the European Regions Research and Innovation Network (ERRIN);
- Industry (including SMEs) and their representatives such as the Enterprise Europe Network (EEN);
- European clusters and development agencies, as well as their association such as the European Aerospace Cluster Partnership (EACP) or the European Association of Development Agencies (EURADA);
- Research organisations and their representatives such as the Joint Research Centre (JRC) of the EC, the European Aeronautics Science Network (EASN), the Association of European Research Establishments in Aeronautics (EREA), the European Association of Research and Technology Organisations (EARTO) or the League of European Research Universities (LERU).







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Interested general public: this audience looks for clear, useful and mainly non-technical information. Also, EU tax payers need to be informed on how the project's findings will contribute to improving their everyday lives (e.g. ensuring safe and clean mobility, creating jobs, etc.).

These three main groups of relevant target audiences will be mostly interested in the project with different interests and levels of knowledge. In this regard, the dissemination activity will identify and address the most suitable communication means, tools, channels and contents for each group of audience. It is also worth mentioning that each of the aforementioned groups of relevant audiences, is expected to make a different kind of use of the ECARE results, ranging from a conceptual use of information and impacting levels of awareness by the interested general public, to a constructive use of the data and results by specialized audience, reaching up to a strategic use of the project recommendations in forming policies by decisionmakers.

Figure 2 and Figure 3 consecutively depict the ECARE relevant target Audiences, and the ECARE Specialized Stakeholders.



Figure 2: ECARE Target Audiences







Figure 3: ECARE Specialized Stakeholders





Communication and Dissemination Approach

The foremost goal of the ECARE communication and dissemination strategy is to effectively and strategically spread the news about the project's results and impact. This will be achieved through the detailed strategy implementation that is suggested to be utilized throughout the project duration, using proper tools and approaches that are tailored to each of the project's relevant target audiences and stakeholder groups. This includes the selection of the right messages to be communicated to the right targeted group, the use of the most appropriate language style that is best received by each audience, the proper content based on their understanding and specific interest(s), and the method(s) and formats of communication materials which will help in realising the desired outcome from this communication plan.

This communication and dissemination plan is a long-term ongoing activity that will be implemented throughout the entire project lifetime and thus will allow the reference audience to recognize the new knowledge transferred to them throughout ECARE and the evolution of the produced material will showcase the benefits of the project outcomes.

Moreover, this strategy defines the management and circulation of the generated project outcomes after the end of the project, so as to ensure the wide spread and availability of the ECARE produced recommendations, results and achievements, as well as ensure the long-term sustainable impact of the project.

This plan will be continuously updated throughout the project, depending on newly identified needs, any unforeseen challenges, and in accordance to the specific developments and evolution of the project.

Networking, dissemination, communication and exploitation will be a collective activity coordinated and organized by the dissemination manager (EASN-TIS), yet performed by the entire consortium. All partners will carry out dissemination actions such as participation in relevant events and conferences, distribution of ECARE communication material (leaflets, posters, newsletters, etc.), publications, organization of project-related networking events and meetings, etc. At the same time, specific exploitation activities will be identified according to the output of this plan and the impact of the ECARE outcomes. With respect to this, a two-fold approach will be followed for the effective dissemination of the project which will in turn maximize the generated impacts:

- i) A bottom-up approach, through immediate communications from the project partners towards their own contacts, communities and networks. This will be a useful mix of both interpersonal and mass communication approaches through mailing lists.
- Simultaneously, a top-down approach will be adopted to spread project-related information to all relevant target audiences. Specifically, the project's consortium, led by its dissemination manager EASN-TIS, will perform various dedicated activities to inform and update as many relevant stakeholders as possible about the project and its progress.

Based on the identified ECARE's high level dissemination goals, Figure 4 depicts said dissemination strategy's goals whilst highlighting the main relevant target audiences involved at each stage of the project's dissemination strategy implementation.





	SPECIALIZED	Engage		
AUDIENCES	AUDIENCES	SPECIALIZED	Ensure Impact	
	AND DECISION	AUDIENCES AND	ALL ECARE TARGET	
	MAKERS	DECISION MAKERS	AUDIENCES	

Figure 4: Mapping of ECARE Dissemination Goals and Target Audiences

Effective dissemination and communication channels will be utilized, based on the information needs of each identified target group, so as to increase the awareness and interest of the stakeholders, as well as ensure that the expected impact is achieved.

This specialised communication strategy will be implemented in a top-down manner mainly to increase awareness about the project, its activities and overall impact. The communication strategy is focused on reaching out to society and presenting (i) the action and (ii) its results, impact, and benefits to a multitude of audiences, including the media and the general public.

Communicating relevant knowledge about the project's concept, activities, and achievements to multiple audiences beyond the project's own community will be one of ECARE's topmost priorities. This communication strategy is focused on reaching out to a wide range of the audiences and presenting (i) the action and (ii) its outputs, outcomes, impact and benefits to several audiences, including the media and the public. In this context, the communication measures to realize the communication strategy include an efficient and effective mix of both interpersonal and mass communication tools.

Communication will occur via different means and activities, depending on the specific target audience:

1- Digital and printed dissemination material: "Eye-catching" and visually attractive dissemination material, such as the project logo, posters, banners, leaflets and infographics, have already been partially developed since the beginning of the project, providing a solid, unique and structured ECARE visual identity. This is a continuous effort that will be undertaken throughout the entire project duration. Printable material with information for different target groups will be provided to all partners to distribute at conference venues, while electronic copies will be used for online publications, articles, and other references such as local and international press. It is planned to involve target audiences in the project at an early stage, through proper and tailored dissemination and exploitation at different levels of participation in the project activities, including but not limited to the formation of the ESG. Additionally, a communication pack for the project legacy will be created at the end of the project, to be used by all partners in events as an advertising tool for both the project's foregrounds and the work performed by each partner within the project.





The following subsections provide a summary of the actions already performed for the creation of the project's unique visual identity and initial communication pack.

1.1 ECARE Logo

A distinctive logo design and development took place right after the initiation of the project. It represents the project's general concept in bringing the different stakeholders together i.e. Bringing the pieces of the "puzzle" together, to help in clarifying innovation roadmaps and funding opportunities for aeronautical stakeholders. It also highlights the aim of having a cleaner aviation in the future through the aeroplane moving towards the green colour. Additionally, it has clear references to the Clean Aviation brand.



Figure 5: ECARE Logo

1.2 Deliverable and presentation templates

EASN-TIS created a set of project templates during the first few months of the project. Said templates play an important role in keeping a consistent visual language for the project, and a coherent style to all project communication documents. These templates have been shared with the consortium members for their internal and external communication in an easily adaptable manner depending on their specific use.

A power-point format was created for presentations and three-word formats were created for text documents such as minutes of meetings, agendas and deliverable reporting. Figures 6 and 7 provide a screenshot of these templates, displaying the coherent visual identity with the logo and following the specific communications visual guidelines provided by CA JU.

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Figure 6: ECARE Deliverable Template







Figure 7: ECARE Presentation Template

1.3 Project leaflets and posters

Several project leaflets will be produced throughout the project, both in electronic and printed formats. The latter are mainly in connection to attendance in public events where hard copies of ECARE brochures will be distributed, primarily presenting the project's goals, approach, major progress and findings.

An initial set of leaflets and posters has already been produced and printed, to promote the project in its initial phases and communicate what it expects to achieve. The ECARE initial trifold leaflet and poster aim at informing the specialized public about the project structure, objectives, methodology used to accomplish these objectives and accordingly the project's expected results and impacts. This initial set of leaflets and posters are considered general informative documents suitable for all ECARE target audiences. They are both already available for viewing and downloading through the official project website, under the dissemination section on the following link: <u>https://ecare-project.eu/dissemination.</u>

Figures 8 and 9 are screenshots of the said already published leaflet and poster.

Hard copies of both the ECARE initial leaflet and poster, have also been provided to the project partners to distribute and display at their home institutes, as well as at relevant events.

A final set of leaflets and posters will be produced towards the end of the project. This final communication pack will include details on the major findings of ECARE, including recommendations towards the creation of synergies and the uptake of the newly developed digital platform.





ABOUT THE PROJECT

ECARE aims at clarifying the existing landscape of regional/national innovation roadmaps and funding opportunities for aeronautical stakeholders. It will also create complementarities and synergies between them to **enable the European aeronautical industry to achieve the ambitious targets of the CA JU Programme while maximising public funding impact and efficiency**.

The ECARE project will develop and disseminate methodologies to create synergy mechanisms applicable to all EU aeronautical regions. These methodologies will be designed and tested in a Pilot involving four major regions of the European aeronautical industry, namely Occitanie and Nouvelle-Aquitaine in France, Hamburg in Germany and Campania in Italy. Over the course of the project, the methodologies will be improved, adapted and tested against the realities of these four regions, turning ECARE into a mature operational guidance project for CA JU and other European regions and countries.



MAIN OBJECTIVES

Develop the platform of reference for European aeronautical players that will (i) map the funding opportunities in the aeronautical sector at European, national and regional levels as well as the regional R&I roadmaps (RIS3, PRIs), the European, national and regional relevant projects (recently finalised, ongoing and planned to commence), and the available scientific/industrial competences and resources and (ii) provide a forum for exchange of information and identification of partners;

Provide methodologies that are tested, improved and validated in four European regions with strong aeronautical expertise to foster complementarities and synergies of funding in the aviation sector;

O Provide **recommendations** to CA JU to optimise funding strategies for future calls;

© Establish an ECARE Stakeholders Group (ESG) composed of representatives of regional/national funding bodies, technology clusters and other stakeholders in the aeronautical sector to foster and spread the use of the ECARE methodologies in Europe;

Ö Disseminate results through a set of virtual and physical workshops as well as communication events to be co-organised with CA JU.



OUR WORKPLAN

Figure 8: ECARE Initial Leaflet









ABOUT THE PROJECT

ECARE aims at clarifying the existing landscape of regional/national innovation roadmaps and funding opportunities for aeronautical stakeholders. It will also create complementarities and synergies between them to **enable the European aeronautical industry achieve the ambitious targets of the CA** JU Programme while maximising public funding impact and efficiency.

The ECARE project will develop and disseminate methodologies to create synergy mechanisms applicable to all EU aeronautical regions. These methodologies will be designed and tested in a Pilot involving four major regions of the European aeronautical industry, namely Occitanie and Nouvelle-Aquitaine in France, Hamburg in Germany and Campania in Italy. Over the course of the project, the methodologies will be improved, adapted and tested against the realities of these four regions, turning ECARE into a mature operational guidance project for CA JU and other European regions and countries.

MAIN OBJECTIVES

Sevelop the platform of reference for European aeronautical players that will (i) map the funding opportunities in the aeronautical sector at European, national and regional levels as well as the regional R&I roadmaps (RIS3, PRIs), the European, national and regional relevant projects (recently finalised, ongoing and planned to commence), and the available scientific/industrial competences and resources and (ii) provide a forum for exchange of information and identification of partners;

Second Provide methodologies that are tested, improved and validated in four European regions with strong aeronautical expertise to foster complementarities and synergies of funding in the aviation sector;

Ø Provide **recommendations** to CA JU to optimise funding strategies for future calls;

Section 2015 Establish an ECARE Stakeholders Group (ESG) composed of representatives of regional/national funding bodies, technology clusters and other stakeholders in the aeronautical sector to foster and spread the use of the ECARE methodologies in Europe;

S Disseminate results through a set of virtual and physical workshops as well as communication events to be co-organised with CA JU.



CLEAN AVIATION

Figure 9: ECARE Initial Poster



Co-funded by the European Union

1.4 Periodic Newsletter

A six-monthly newsletter will be published in an electronic format, and will include project related information, such as its main progress, activities, latest news, events and achievements. The aim of the newsletter is to keep on informing and engaging the identified ECARE relevant target audiences, and mainly the specialized stakeholders of the ECARE project and beyond. This newsletter follows the same visual identity of the ECARE project and is designed in a visually attractive and reader friendly manner with visuals and interactive figures.

The project website homepage provides the space to subscribe to this newsletter. The first newsletter is already published and available on the following link: <u>News & Events | ECARE (ecare-project.eu)</u>



Figure 10: ECARE Newsletter





1.5 On-line articles

For all scientific publications resulting from the project, ECARE will favour Gold Open Access. Journal articles and papers published in conference proceedings will be publicly accessible through local or discipline repositories and the project website.

2- Project website: The ECARE public website has already been designed and developed in M3 of the project - <u>Home | ECARE (ecare-project.eu)</u>. It provides information about the project's concept, objectives and work-plan, as well as is continuously updated and maintained to communicate the ECARE latest progress and results, for different target groups. In addition, information about the project's latest news, events and dissemination activities is also regularly uploaded. Special care has been taken to present information in a comprehensible manner, thus allowing access to the general public. The website will act as an effective way to continuously disseminate and promote the project's activities, achievements and publishable outputs. The ECARE website will be updated continuously during the project and then incorporated into the ECARE digital platform so as to be kept online even after the end of the project. Figure 8 depicts the homepage of the website.





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Figure 11: ECARE Public Website Homepage

3- Social media: Project-related social media profiles are already in place and accounts were created on Twitter and LinkedIn. Through these platforms, project related information will be regularly published, tailored key messages will be discussed and promoted to the wider public, presenting the impact and benefits arising from ECARE.

More information about the design and development of the ECARE visual identity, initial communication pack, public website, and social media accounts is available in the relevant submitted report **D6.2**: Initial Communication Pack, Public website, and Social Media Channels.





- 4- Regular press releases, newsletters and other publications: All partners will be responsible for publishing project results in local and international press and in relevant communication portals, such as EC and CA JU channels, the CORDIS results in Brief, Research and Innovation success stories, Horizon Magazine, and R&I Days and others. These publications could take the form of press releases or newsletters in magazines and newspapers, etc.
- 5- Events, conferences, and workshops: The project's progress, achievements, impact and results will be presented in relevant major events, conferences and workshops, suitable for dissemination. Numerous said key events have already been identified and an indicative list of international and European conferences and events was prepared by EASN-TIS during the first few months of the project (Annex A). This list was circulated to all the consortium partners and will be continuously updated throughout the project, with newly identified events, conferences and workshops that will be of added value to attend or present at to promote ECARE and further disseminate its results.

In addition to the project's active participation in existing key relevant European and international events, the ECARE consortium will organize dedicated workshops and events (both in physical and virtual format), to share project related information, as well as to collect input from the invited stakeholders and experts. Said workshops will, on the one hand, reach the consortium's main networks, and on the other hand, be a powerful tool for project information gathering, consultation and communication.

Table 2 provides an indication of the perfect match between the dissemination tools to be used and each target audience. This will consequently amplify the impacts of these communication activities.

Table 3 includes more details on the communication and dissemination activities that the project team plans to perform based on the high-level communication goals. This table elaborates these activities that are planned to be performed throughout the whole duration of the project.

		Reach to Target	Audience	
ion		General Public	Decision Makers	Specialized Audience
Dissemination tool option	Digital and printed dissemination material/video material			
iont	Project Public Website	\checkmark		
minat	Social Media	\checkmark		
Disse	Regular Press Releases, Newsletters and Other Publications			
	Events/Conference/Workshops			

Table 2: Dissemination tool options for each target group





Awareness Raising	 (M1-M6) Raise Awareness – Initial phase: Create the project visual identity Develop the main dissemination tools (e.g. project logo, templates & initial set of leaflets) Set up the project website Identify some initial dissemination opportunities and networking events 	 (M7-12) Raise Awareness - Targeted Phase: Perform targeted dissemination activities towards relevant target groups of the project to increase awareness about the project objectives, activities, progress and expected impacts to each of its groups of audience. At the same time, perform networking actions to gradually gather the required input and spread ECARE's results. 	-	
Inform, Generate Understanding, and Engage	 (M7-24) Inform, Generate Understanding about the project, its goals, main progress/news and expected impact to its various specific target groups and Engage them by: Spreading ECARE dissemination material Disseminating in strategic boards of the participating partners, associations and networks Disseminating within the EASN & ESG members Exploiting the project website through continuous updates and enrichment by adding more information on the project progress Publishing (e.g. local and international press, in addition to the EC communication channels) Publishing periodic newsletter with the latest news and progress of the project Participating and presenting at relevant Events/Conferences/Workshops Continuous consultative meetings of the ESG members 			





Ensure Impact	(M13-24) Ensure Impact: Keep ECARE established community (including the ESG members) and target groups informed about the project activities and achievements (outputs, outcomes, etc.) by:
	Intensifying and solidifying the existing networking activities (i.e. boost the existing communication, utilize personal contacts in establishing networks) with the ECARE network members and target groups
	Properly disseminating results and/or collecting input, the organization of workshops and other suitable events shall be initiated to intensify outreach actions
	Disseminating about ECARE in strategic boards, such as the SRG within the EU, CA JU and others.
	Disseminating within the EASN & ECARE members
	Collaborating in events and actions with other related EU and national projects and organizations
	> Enriching of the ECARE public website with ongoing dissemination material and updates on progress and achievements
	Performing additional publications (scientific journals, conference participation, press releases, and newsletters in magazines and newspapers).
	Participating in aviation related events and summits
	Perform additional outreach activities to attract clusters, associations and other research organizations to become members in the ESG and joining the envisioned newly developed digital platform





Networking and Clustering Activities

Dedicated networking and clustering actions will take place throughout the project duration in order to ensure stakeholder engagement as well as to strengthen interregional cooperation on R&I in aeronautics between participating regions, and build joint R&I plans complementary to CA JU objectives with other regional/national/European funding such as ERDF.

Said actions will:

- inter alia facilitate the exchange on the implementation of the RIS3 strategies priorities in the relevant field;
- strengthen the links with the CA JU Industrial Leaders;
- promote the implementation of CA JU related synergies with the ERDF as part of their National or Regional Operational Programmes and funding schemes;
- define R&I national/regional complementary activities to CA JU, fostering synergies and complementary projects eligible for ERDF;
- foster interregional cooperation activities relevant to CA JU programme, etc.

Concrete networking actions will also be identified for ensuring stakeholders' engagement, as well as fostering exchange, synergies and interregional cooperation on aeronautics R&I between participating regions, and building joint R&I plans complementary to CA JU objectives.

In this context,

- Dedicated ECARE events and workshops will be organized, and existing major events, conferences and workshops will be exploited for networking and dissemination purposes.
- Cross-conferences and joint events with CA JU will also be organized, for maximizing synergies.
 The latter may also be held in the frame of existing relevant major events (such as the EASN International Conference) for augmented impact.
- Finally, the ECARE digital platform will also act as a major networking tool towards the achievement of the above-mentioned objectives.





Exploitation

Exploitation can be defined as the proper use of a project's major results/outcomes/findings at various levels, during and after the project's implementation. Precisely, it shall be highlighted that project outcomes may a) influence or provide sound basis for decision making within the strategic planning of relevant stakeholders, b) steer-up future calls, c) support the decision to fast-track some projects and/or d) re-assign project funding. Exploitation, thus, addresses different stakeholders and end users. The partners of a project, each partner individually as well as the project consortium as a whole, intend to turn their involvement to the project, and its outcomes, into profit; inter alia for supporting the evolution and progress of their current/running activities, as well as potentially lead to the development of new relevant activities. Research partners tend to be more oriented to knowledge and technology, while industrial partners tend to be more focussed on project outcomes affecting industrialization and commercialization aspects. At the same time, external stakeholders, namely decision and policy makers, are interested in project results to address future strategies and policies. This is even more true when a project is a Coordination and Support Action (such as ECARE), which is by definition aimed at contributing to the implementation of future Framework Programmes and the preparation of future EU research and technological development policies or the creation of synergies with other policies and initiatives. The project's Exploitation Plan shall therefore provide concrete guidelines and actions in order to multiply the impact of the project findings and ensure the proper use of its major results, beyond the project lifetime.

In this context, to fully valorise the new knowledge and findings to be generated in the frame of ECARE, the project partners have identified some initial exploitation opportunities in order to address the full range of potential uses of the project's major outcomes. Exploitation will be mainly triggered by the successful dissemination towards the main relevant target audiences of ECARE, as described above, primarily towards decision makers and specialized audiences.

Namely, ECARE considers two main categories of exploitation: **i)** the process of transferring the successful project outcomes to relevant decision-makers in regulated national/regional or European systems moving concepts (e.g., from catalyst funding) to a higher maturity; and **ii)** the process of convincing relevant end-users to adopt and/or apply the project outcomes to other programmes and initiatives. Further to that, the sustainability (maintenance and continuous update) of the ECARE digital platform beyond the project's duration, is considered crucial by the ECARE consortium, thus special consideration and care will be given in this regard.

Precisely, ECARE is expected to deliver several exploitable results, in particular the methodology for cocreation of synergy mechanisms and the ECARE digital platform. First of all, ECARE Pilot methodologies will be documented in a handbook that will include a methodology for the mapping, interview guidelines and best practices for the organisation of workshops. After each workshop, a questionnaire will be conducted to the participants, addressed in priority to policy makers in order to confirm all collected outcomes and suggestions. Moreover, other project deliverables such as recommendations will be available in open access so that stakeholders, and in particular ESG members, can make use of them.

As regards the ECARE digital platform, a viability business plan (D5.2) will be prepared at the end of the project to identify the best solution for its maintenance and continuous update. Several options will be explored to cover the costs of this activity, including (i) funding by the members of the ESG, constituted as an association, (ii) funding by a body representing the European aviation community as a whole, such as EACP or CA JU, (iii) a user subscription system, or (iv) the use of advertising. The consortium already





has some expertise as regards the former, as EASN was created in 2002 as a result of two subsequent support actions of the EC and has succeeded to remain active and sustainable.





Monitoring and Assessment

Monitoring the dissemination progress and effectiveness is crucial so as to determine if the executed strategy achieves the expected impact. Assessment of the activities will take place throughout the entire project duration to evaluate the needs for modifying communication strategies, where required.

Media coverage, publications, and references to the project: This is the simplest form of measurement, through a record of the number of articles published on national and international journals. The number of references in other aeronautics related technical publications, but also on stakeholders' websites, shall be considered.

Number count of publicity material: This measure consists of a count of the number of news, brochures, posters and other dissemination means produced and distributed.

Record of contacts: The number of contacts at the project's events will be tracked, along with the number of people asking for feedback or information, website visits, the number of people subscribing to the mailing list, as well as the number of contacts through social networks.

Number of attended events: The number of external events attended for the promotion of the project will be recorded. Main topics and characteristics of said events, the dissemination products presented (e.g. paper, poster, presentation, brochure and so on) and feedback from the audience will be considered.

Website statistics & search engine performance: Standard analytics tools will be used to monitor the project website number of visitors, bounce rate and position on the search engine.

Table 4 provides a quantitative indication of the key performance indicators (KPIs) for the dissemination and communication activities to be performed.

This PEDR will be continuously assessed and updated throughout the entire project duration. The final version of the PEDR and the progress results towards the KPIs will be reported as part of Deliverable D6.4: Final report on Dissemination and Exploitation, to be submitted at the end of the project in Month 24.





Activity	Indicator	Target	
Website and Social Media	Number of visits	100 per month	
	Search engine position	First page	
	Geographic coverage (origins of the visitors)	20 different countries	
	Number of downloads	50+ per document	
	Number of posts to the social media pages	100+	
	Number of followers to the social media pages	100+	
	Number of likes to the posts of the social media pages	300+	
Dissemination Material	Number of distributed brochures	1000+	
	Number of publications	At least 2	
	Number of poster presentations	3+	
	Number of subscriptions to the project's newsletter	200+	
Dissemination Activities	Number of attended events	10+	
	Number of organized own events	2+	
	Number of presentations to external events 5+		
	Number of contacts	300+	

Table 4: List of KPIs for the dissemination and communication activities





Conclusions

This document is a narrative of the Communication, Dissemination and Networking plan of the ECARE project, successfully completing deliverable D6.1: "PEDR – Plan to describe all dissemination, communication and networking actions to be undertaken all along the project duration".

This strategy is developed to communicate and promote the news about ECARE successfully, largely, and strategically. It will allow the application of effective and timely planned communication actions that will be undertaken during the project by using the most suitable tools and approaches. This will in turn support the proper disperse about the project's important results and recommendations to the exact target audiences, as identified and detailed in the preceding sections.

The strategy presented in this report is based on **four main pillars** which were detailed in the sections above. As elaborated, **1**) specific communication and dissemination goals are set for each stage of the project then, **2**) the main ECARE relevant target audiences were defined; and include decision makers, specialized audiences, and the general public and accordingly, **3**) the appropriate communication and dissemination approach was set with a clear planned actions that were selected for each audience category taking into account the communication goals set, and also based on the characteristics, needs and interests of the different target audiences. Moreover, specific networking and clustering actions were identified to boost the overall reach of the project. **4**) This plan will be continuously monitored and assessed for the potential impact it is able to produce, and this will be through a set of indicators to support determining if this communication and dissemination strategy is achieving the expected results.

In conclusion, this strategy was prepared at the early stages of the project, so as to ultimately guide on the potential communication and dissemination activities that will and can be carried out throughout the project. This will be a guiding document for the consortium as a whole to properly identify, implement and trace the various actions and steps to be accomplished to eventually generate the utmost impact from this unique and ambitious project which will play a great role in uniting efforts towards reaching a clean aviation within the EU.





Appendix A – List of Relevant Events/Conferences/Workshops

Event Name	Date	Country	Website
2023			
	8 - 10	Geneva,	
AirSpace World 2023	March	Switzerland	https://airspaceworld.com/
		Hybrid -	
	22 - 23	Online &	
Clean Aviation Annual Forum	March	Brussels	CAAF 2023 Clean Aviation (clean-aviation.eu)
		Farnboroug	
Sustainable Skies World Summit	17-18	h, United	https://events.farnboroughinternational.org/aerospace/sustain
2023	April	Kingdom	able-skies-world-summit-2023/
		HYBRID -	
		Online &	
	30 May -	Oeiras,	https://www.aedportugal.pt/en/news/aed-days-2023-dates-
AED Days 2023	2 June	Lisbon	announced/
		Hamburg,	
Aircraft Interiors Expo (AIX)	6 - 8 June	Germany	https://www.aircraftinteriorsexpo.com/
		Amsterdam,	
Sustainable Aviation Futures		The	
Congress	7 - 9 June	Netherlands	Sustainable Aviation Futures Europe (safcongress.com)
	19-25		
Paris Airshow	June	Paris, France	https://www.siae.fr/en/
		Lausanne,	
EUCASS-CEAS 2023	9 - 13 July	Switzerland	https://eucass-ceas-2023.eu/
		Salerno,	
13th EASN International Conference	5-8 Sept.	Italy	https://easnconference.eu/
37th Congress of Italian Association			https://www.aidaa.it/2023/01/18/aidaa-xxvii-international-
of Aeronautics and Astronautics	4-9 Sept	Padova, Italy	<u>congress/</u>





GERMAN AERONAUTICAL AND			
SPACE CONGRESS 2023			
"Rethinking aerospace and meeting	19-21	Stuttgart,	
challenges"	Sept.	Germany	https://dlrk2023.dglr.de/
			https://www.terrapinn.com/conference/aviation-
	26-28	Lisbon,	festival/?pk campaign=listing&pk kwd=AF&pk source=terrapi
World Aviation Festival	Sept.	Portugal	nn&pk_medium=link
		Hamburg,	
13th Aviation Forum on Hamburg	5-6 Dec.	Germany	https://www.aviation-forum.com/
		Shannon,	
EACP General Assembly (Nov 23)		Ireland	NOT AVAILABLE YET
2024			
34th Congress of the International			
Council of the Aeronautical Sciences		Florence,	
(ICAS)	9-13 Sept	Italy	Maintenance mode – ICAS 2024
		Berlin,	
ILA Berlin - Pioneering Aerospace	5 - 9 June	Germany	<u>#Pioneering Aerospace – ILA Berlin 2022 (ila-berlin.de)</u>
		Farnboroug	
FARNBOROUGH INTERNATIONAL		h, United	Farnborough International Airshow 2022 Website FIA
AIRSHOW	22-26 July	Kingdom	(farnboroughairshow.com)
			https://www.aedportugal.pt/en/news/international-events-
			for-the-aed-cluster-in-2023/
Not yet announced			
Towards Sustainable Aviation			Home - Towards Sustainable Aviation Summit 2022 (3af-
Summit			tsas.com)
Aerodays			Aerodays
EREA annual event			EREA Annual Event 2022 - EREA





D6.1 –PEDR Version 0.7

	https://ec.europa.eu/research-and-
European Research and Innovation	innovation/en/events/upcoming-events/research-innovation-
Days	<u>days</u>



