

Exploitation and Sustainability Plan

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Description of the project
Short description of document
The Exploitation and Sustainability Plan defines the main guidelines to ensure sustainability of project outcomes. It is developed in parallel with the definition of the branding, communication and marketing strategies. The document is intended for both internal and external readers. Its dissemination level is Public.
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Executive summary

This document presents the exploitation plan of the VETAAL project. The aim of the Plan is to create the conditions for the successful exploitation of the project results both during the project lifetime and especially after the project conclusion. It starts with a brief introduction of the project's objectives and planned results.

Next, it analyses the results and their addressed stakeholders and the project perspectives after the end of the project duration. It discusses the options for exploitation during and after the project period and the actions required during the lifetime of the project.

A successful exploitation is essential in order to achieve long term sustainability of the VETAAL results. As a consequence, it is one of the key objectives of the project. The exploitation plan analyses suitable activities for exploiting the project results, in particular the VETAAL Training Framework, such as discovering the needs of the stakeholders, a first analysis of the fit between the project results and those needs and requirements, and the exploitation models. Additionally, since the exploitation plan will stepwise mature as the project progresses, activities will be developed on the basis of how we expect to gain further insights in the forthcoming years and how we plan to gain the attention of and get in contact with the main stakeholders and potential alliances.

The Exploitation plan is based on the communication and dissemination strategy elaborated by WP8 - Exploitation, adopting the most appropriate dissemination tools and channels developed so far in order to exploit the results achieved during the project implementation.

The objective of the exploitation plan is to specify the actions for bringing the results into long term use. The exploitation plan includes activities aimed to:

- establish and maintain mechanisms for effective exploitation,
- inform stakeholders of the project development and encourage interactions/networking,
- coordinate all levels and types of exploitation of the knowledge produced by the project,
- ensure that information is shared with the appropriate audiences on a timely basis and by the most effective means.

The main focus is set by the “open source and open license” policies adopted by the consortium to enable a maximum spread of and access to the results of the project.

The starting point for the exploitation plan is then the model for the training modules and an open source eLearning platform. All results will be freely available to both the scientific community and the public administrations, and in general to the interested stakeholders.

The target audience can be summarized in three groups:

1. Technicians in Public administrations and Companies, for a daily use of learnt techniques and tools;
2. Decision makers, for a vision of how a sound use of the proposed techniques and tools can help in the planning and decision making processes;
3. Postgraduates, for faster access to job opportunities.

This document will be enriched with the forthcoming project's achievements and contributions formal partners.

1. Introduction

The main aim of this document is to present the exploitation plan and its planned activities for the next period. This plan starts with an enumeration of all core products. It continues with a diversification of the target groups within the global audience and concludes with a listing of activities to undertake, in order to reach the optimal target audience for each product at the right time. These activities spread the results within the internal and external community, to ensure the sustainability during activities and after the official end of the project. A specific session devoted to the exploitation plan by project partners at a local and national level is also included.

While dissemination activities have been performed from the founding period of VETAAL project onwards, the exploitation strategy indicates how to exploit the project results during the last phase and afterwards to reach sustainability after the project's end.

The term **exploitation** should be read as mainstreaming or multiplication:

- 1. Mainstreaming**, as the planned process of transferring the successful results of the project to appropriate decision-makers in regulated local, regional, national or European systems;
- 2. Multiplication**, as the planned process of convincing individual end-users to adopt and/or apply the results of the project.

Multiplication is strictly linked to **sustainability** that should be read, in our meaning, as ensuring that the developed products are used as the basis for further activities:

- by their own partners;
- by policy makers;
- by public administration staff;
- by researchers;
- by new projects and/or in connection with complementary projects.

Sustainability also means ensuring that these services/products are used just in time in real learning contexts.

This document therefore aims to create a common view for all VETAAL partners to the exploitation activities. It states how the outcomes should be promoted to support their adoption and their use in different academic, educational and commercial environments.

2. VETAAL expected results

Specific skills are required for a successful implementation of the project, such as data management and harmonization, web service development, application of standards, as well as knowledge about methods, procedures and tools for VETAAL compliancy. These are key issues in all the public and private organizations working and its wide applications.

In this framework several training modules will be customized from training material produced in the context of other European projects and constituting the “VETAAL product”, as detailed below.

2.1 The VETAAL Product

It is constituted by the VETAAL Training Framework which includes a package of 16 training modules streamlined into four different pillars:

1. Basic concepts of electronics
2. Psychology and needs of elderly and disabled
3. Design and ergonomics
4. AAL integration in furniture

2.2. The eLearning platform for the access to the training modules

One of the most important elements of the VETAAL Training Framework is the eLearning platform. A comparative testing and analysis of tools and procedures of several furniture companies to match the VETAAL didactic approach has been made in the context of the deliverable.

The final aim of that deliverable was the choice of the most suitable tool for the project needs.

The evaluation of platform has been based on technical reports, analysis of functionalities and also the practical experience of the partners CETEM and VITECO.

Among others, the following are key functional and innovative aspects being considered as requirements for VETALL platform:

- A preference of furniture industry for trainings of their employees;
- User experience, usability aspects, intuitive user management and personalization;
- Support and community: documentation and user-based support;
- Flexibility: customizable and adaptable technological solutions to the project requirements;

- Mobile Learning: to guarantee a training experience without spatial or temporal constraints;
- E-learning specifications: support to standards and compatibility with popular authoring tools;
- Availability of advanced and innovative learning features.

For VETAAL the chosen solution will be the use of Dokeos. Dokeos is a free software e-learning platform. The most important aspects that was the base for using Dokeos in project of VETAAL platform were:

- **Security** : Dokeos CHANNEL is a video-streaming platform that's fully protected on a portal accessible only with a code, and secure from downloading.
- **Accessibility** : Dokeos CHANNEL is a space in the cloud. Uploaded videos, e-courses and other kind of training materials are available on demand at all times, anywhere and on any media (computers, tablets, smartphones, etc.) without compatibility problems.
- **Themes** : Dokeos CHANNEL is an intuitive tool that allows you to sort your videos, e-courses and training materials into thematic categories or levels so that your learners can access them when they actually need to.

VEETAL e-platform will be opened at least two year after the project will be finished, but the partnership will make efforts in direction to extent that time and to assure e-platform sustainability for a longer time.

3. Relevant Target Groups of the Project Results

The main targets groups are:

- A. End users: project partners, HR managers, trainers, SME owners, employment office staff, accreditation and national bodies in charge of education.
- B. Decision makers: those who might take the decisions to start up using VETAAL. Directors of training organizations, city councils, firm owners or individual trainers.
- C. Supporters, interested parties and stakeholders: those interested in seeing VETAAL outcomes: professional networks, chambers, trade unions, policy makers, National Agency, EU commission.

Within these target groups we can identify different professional profiles, according to the Engineering knowledge defined along the analysis of training material (within the WP1) and the potential learning paths that will be available and defined by the project. Defined profiles of learners are:

1. Freshman
2. Blue collar worker
3. Engineer/Designer
4. Manager

3.1 Researchers, Technicians and Decision makers

Technicians in Public administrations and private companies, for a daily use of learnt techniques, tools and to make more informed decisions about the resources underlying Europe are among the project's target groups. The communication with these groups follows the normal roads for any academic exchange of thoughts and ideas, namely papers, presentations, discussions and workshops at scientific conferences, symposia or in academic journals and books. On-site seminars focusing on specific topics of interest for the technicians can be organized as well.

The universities and vocational schools are potential customers of the VETAAL products.

Decision makers, for a vision of what a sound use of techniques and tools can lead to are another target. The communication with these groups will be based on their involvement in organized workshops.

Postgraduates can experience a faster access to job opportunities. These users will provide the

project with valuable feedback and are important as supporters to open the broader market for VETAAL. Ideally, they need to be addressed individually with a customization to their special needs and requirements.

3.2 VETAAL consortium

The background of the partners is quite different, covering multiple disciplines and languages, and having multiple educational oriented people in their organization. All partner institutions are involved in educational settings which makes them the first circle of potential users of the VETAAL product.

The partners are also part of broader scientific communities and some belong to developer communities. The links with specific networks depends heavily on the concerned background. Moreover, OIGPM and most of the consortium partners, manage specific networks with other public administrations or are part of such networks. They can therefore use those networks to exploit the project and to offer the VETAAL training package to the different target groups.

The VETAAL consortium then plays a very important role for a continuation of the project and the exploitation of its results.

VETAAL consortium will make important efforts in order to foster exploitation in the following years and the sustainability of the results. For example: this material will be uploaded into partners webpages, published in partners materials such as newspapers and newsletters, as well as sending material to organizations that are interested in it.

4. Exploitation at partners and national level

The VETAAL partners allocate the human resources necessary to maintain the Training Framework as part of their institutional activity. The Training Framework and the Training Infrastructure beyond it is maintained as the tool for training actions and for developing new initiatives, also started by the partners as integration into their existing learning and training environments. In addition to the analysis of the VETAAL products, each partner made an analysis for exploitation actions at national level using their own networks, their resources and involving the groups of professionals they wish to target with the project. In fact, the expected impact on the different target groups addressed by the project is ensured by the different roles of the VETAAL partnership.

The results of this assessment are given below.

P1- CETEM

CETEM is a non-profit scientific research and training organization located in the south east of Spain. CETEM was created due to an initiative of the private companies in the Wood and Furniture Sector in Murcia, and established in 1995 with the initial support of the Government from the Region of Murcia, the Spanish Ministry of Industry and the European Union. CETEM contributes actively towards the socioeconomic development of companies by providing support and promoting processes of technology innovation and development, such as strategies of competitiveness in the business environment and training programmes. CETEM manages more than 30 training programs per years, covering a wide range of areas from Design, technology transfer, IPR rights, and production management to quality standards. Furthermore CETEM is recognized as Technological Innovation Centre (CIT No. 83) and as Technology Transfer Office (TTO No. 165). Since 2009 and aligned with the Corporate Social Responsibility (CSR) strategy, CETEM has been working in many projects related to improve the quality of life elder people through design, ergonomics, and specially, the integration of monitoring devices for the support and care of the elderly in a non-intrusive way.

CETEM will establish a VETAAL Secretariat to support the “VETAAL Training” line of activities within the Association, according to its mission of innovation and technology transfer.

All these projects are coordinated/participated by CETEM and some other VETAAL partners, so that to guarantee an effective exploitation of project results towards other communities of stakeholders.

P2- INFO

INFO is the Regional Development Agency of Murcia (Spain) and was established in 1986. INFO, which reports directly to the Murcia Regional Government, is responsible for coordinating most aspects of regional economic development and establish an environment that favours corporate competitiveness through regional industrial planning, technical and financial assistance to SMEs, setting up of technological infrastructures and business centers, innovation and technology transfer, cluster development, export promotion, entrepreneurship and foreign investment attraction.

INFO will use various Network tools to disseminate the content of courses produced by the project and to identify the end-users within the Public sector.

The benefit of the VETAAL Training Framework will be highlighted also during the official institutional events of INFO.

P3- CCIS

The Chamber of Commerce and Industry- Wood Processing and Furniture Association was founded in 1978. The CCIS-WPFA represented the only nationwide branch association. The development vision in the Slovenian wood processing sector shall focus on the strengthening of the competitiveness of the sector and its companies, to achieve their operating equal to those of the wood processing and furniture manufacturing industry in the EU countries. The Association has the main role on coordinating and development of the branch VET.

CCIS will contribute to the exploitation of the VETAAL results toward the private sector and in particular toward SMEs, in Slovenia as well as in Europe. VETAAL will contribute to empower the personnel employed in the private sector and particularly in SMEs, to adapt to new developments and to manage changes, increasing their competitiveness not only in Slovenia but also at European level.

P4- OIGPM

The Polish Chamber of commerce of Furniture Manufacturers, OIGPM, protects the interests of its members and of the entire furniture sector. The Chamber represents the sector in discussions with government and non-government organizations. The main activities of the Chamber are as follows:

- Delivering on the resolution of authorities or other entities opinions and information about existing trade habits, prices, the origin of goods and other opinions and information concerning economic trade and companies.
- The occurrence in legal business or economic in the aim of beginning in the face of organs of public administration, with right of action their members and local, the courts and different structures in order to protect the interests of members before monopolistic, dumping activity, the administrative decisions as well as interface in economic activity.
- Creating, with using of the existing regulations, courts of conciliation to settle the disputes based on the economic background.

- The promotion of the Polish entities of the furniture trade being the members of OIGPM as well as their products in country and abroad.
- The organizational-law service, consulting and informational in the frames of the economic activity and the management.
- Training activities and the promotion of the lifelong learning of the personnel.
- Technical, economic and law service, what includes making analysis and giving opinions.
- Investigation and research service that refers to the furniture market and the public opinion.
- Activities connected with the organization of the fair trades and exhibitions.

Wide cooperation of OIGPM gives the opportunity for participation in many international projects carried out by the European Furniture Federation UEA (BSPI, BSPII, FACTS, FAR and FIRST) as well as in national projects of the SOP ICE and other projects aimed for export promotion. Because of these activities, OIGPM will contribute to the exploitation of the VETAAL results toward the private sector and in particular toward SMEs, in Poland as well as in Europe. VETAAL will contribute to empower the personnel employed in the private sector and particularly in SMEs, to adapt to new developments and to manage changes, increasing their competitiveness not only in Poland but also at European level.

P5- VITECO

VITECO is a Software and e-Learning provider supplying complete and integrated solutions built around every customer's needs. Thanks to the experience gained throughout the years in the domain of knowledge and content management, VITECO makes it possible for private companies and public agencies to develop their own "store of knowledge", obtaining significant competitive advantage. VITECO is fully engaged also with social networks, blogs and e-learning that supports learning initiatives of wide range groups.

VITECO was responsible coordination of Work Package 4- Platform Set up. Because of the character of its activity, VITECO had to project platform from informatical point of view. That is why VITECO was not engaged in exploitation of VETAAL project in companies, but they created the tool for this that was used by other projects partners.

P6- NIVET

NIVET is the central Slovenian institution dealing with development, research and counseling in the field of vocational and technical education. Facing the European labour market and education space brings new challenges to the field of vocational and technical education. The work of institute is guided by the fundamental principles of further development and quality in vocational and technical education: fundamental vocational qualification with the possibility of additional education for every Slovene citizen, linking education with the labour market, employability, lifelong learning and equal opportunities irrespective of gender and other characteristics.

As an organization responsible for developing and introducing new educational programmes and new qualifications, NIVET will bring together with social partners and integrate the results of the project into qualification structure in the field of the furniture sector. The project results were presented and discussed at the Board for occupational standards in furniture and wood sector.

P7- UNIVIE

Research & Teaching, with special focus on Psychology of Ageing & Age-Related Cognitive Dysfunction and Intellectual Disability as well as Psychology of AAL; Prof. Germain Weber and his group as well as Prof. Kryspin-Exner (former head of clinical psychology group) provide excellent research and expertise for conducting the project. The group is an acknowledged center of excellence for clinical gerontology psychology, psychology of ageing, intellectual disability as well as AAL/ information-communication- technology and the elderly.

Access to vocational education was warranted by cooperation with adult learning institutions, intra-institutional lifelong learning in public (governmental) institutions and with academic schools. The cooperation with University of Vienna offered the opportunity for developing the knowledge on psychological aspects with respect to the production of furniture for disabled and elderly people.

P8- SEARCHLIGHTER

SEARCHLIGHTER is an UK, independent limited company operating as an enterprise since December 2008 and as a registered legal entity since March 2010. The organization is currently leading a Work Package on monitoring and evaluation in RENOVA, a Leonardo Transfer of Innovation (TOI) project. SEARCHLIGHTER has experience, especially through this TOI Action in supporting improvements in both quality and innovation in Vocational and Educational Training (VET) systems and practices.

The main role in the project of SEARCHLIGHTER is supporting aims and objectives of the entire project by monitoring and evaluation (WP9). Both activities are the base for guarantee the quality of the project, so SEARCHLIGHTER had to control the quality of VETAAL Exploitation activities done by other project partners. For example, SEARCHLIGHTER provided evidence of events, that were organized by all the partners, that had to lead to Exploitation.

P10- WTD WULS

The mission of the Division of Construction and Technology of final Wood is the spread of innovative technology in wood industry enterprises. The aim of this activity is to increase their competitiveness. Enterprise's competitiveness on the market is one of the main determinant factors in its development. This verity is well known, however polish furniture industry shows that it doesn't lead to development of enterprises. Despite the fact that Poland is the fifth exporter of furniture in the world, our technical- technological level is definitely lower than western European countries.



VETAAL- Development of a training path
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No 540016-LLP-1-2013-1-ES-LEONARDO-LMP

Activity of our division leads to the improvement of the wood and furniture industry situation in Poland.

WTD WULS will guarantee the VETAAL impact at Polish academic and vocational level through the promotion of a trainings in among Polish students, workers and employers. The need to adapt existing VET – Vocational Education and Training - systems in the furniture field or to reconfigure them will create a new workforce for the compliance and will give people greater control over their individual learning experiences, contributing to transparency of qualifications according to national policies and making easier and more attractive people mobility among countries.

5. Exploitation actions

The exploitation models identified for VETAAL can be divided into 2 categories:

1. A (straight forward) distribution model based on the open source principles. It implies that all results should be easily accessible, documented, with guidance material and possibly with access to some trial installation.
2. A community driven model, based on the creation of a community of practice, possibly including a revenue model for generating the necessary funding to support the community.

5.1 Exploitation models

In order to ensure a successful and sustainable exploitation of VETAAL results, the exploitation plan was implemented at a National and European level. The main VETAAL tools and channels of dissemination (already described in details by deliverable D.7.1 - Dissemination Plan) that have been established during the project implementation shall be used for the purpose of exploiting project results (Web site, newsletter, events, press releases, links exchange, dissemination materials, social networks, publications, training sessions and workshops, etc.).

At a national level, the project was exploited through two main actions:

- the web and networking partners communication and the workshops. These actions have been described in detail in deliverable D.7.1 “Dissemination Plan”.
- The workshops will directly address the main project target groups and will promote the use of the VETAAL Training Framework by Slovenian, Polish and Spanish Public Administration and Chamber of Crafts, as well as by experts from the private sector.

At European level, the main exploitation actions are carried out along the VETAAL Network channels (i.e. VETAAL mailing list, VETAAL website, etc.), the project and partners social channels (i.e. partners websites, publications in branched newspapers) and presenting the project in several Conferences are technical workshops.

5.2 National Workshops in Slovenia, Poland and Spain

To ensure the maximum visibility in the national and local context, the Consortium organized 4 Workshops in each country to exploit the training modules content and the platform used to deploy them. The national workshops were organized in times that were approved by all the partners.



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LLP- Leonardo da Vinci programme
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A specific media campaign was conducted by OIGPM and other national partners, using social channels, press offices and partners websites. The selection of the national meetings has been determined also from the location where the partners has their offices; in fact, it was in Warsaw (Poland), Lubljana (Slovenia) and Yecla (Spain), where most of participants had easily options to come and the project could be particularly highlighted.

6. Sustainability plan

The Sustainability plan takes in consideration the long-term aim of all exploitation activities within the Consortium partnership to guarantee the sustainability of the project outputs arising from the VETAAL learning paths and to become a reference point for the Directive implementation along the national programme, building and animating a community of practice open to all the possible stakeholders.

During realization of the project there were analyzed 7 key strategy points in sustainability:

1. Strong and committed partnership- Strong partnership is the key point for project development and realization. It is based on trust, competences, loyalty and excellent communication skills.
2. Involvement of key organizations- Each key organization comes from the other important EU country (Spain, Poland and Slovenia). Their involvement was a key point during realization of the project because they had to analyze needs and barriers in furniture sector, that were the base for e-learning program.
3. Active involvement of end users- Involvement of end users is the main indicator of the project success. Their suggestions for corrections and underlining good parts of the e-learning platform give a chance to make it more useful for furniture companies.
4. Involvement of VET policy makers- There is no good curriculum for learners with arrangement of institutions that are connected with vocational education. Involvement of VET policy makers makes more possible to implement the VETAAL curriculum in the future.
5. Investigate public and private funding opportunities- EU funding is the key point for realization such projects as VETAAL. Anyway, investigation other public or private money gives a chance to analyze if the project is really interesting for end users. If they want to invest in course, we know that they really need it to be done.
6. Embedding project results into the practices of organization- The last point for the VETAAL project is to use its results in practices of organizations that were involved in this project. If the project and program of learning is successful, the knowledge from the e-learning platform will be involved in production of furniture sector.
7. Transfer to other organizations/ sectors- Project is done specifically for the furniture sector. Anyway, its assumptions are common for different sectors and they can be transferred to them in the future (for example: electric industry).

The Sustainability analysis identifies several elements to improve the knowledge and exploit the training modules and relate paths as far during the project activities as in the long-term objectives:

1. Define a National point of reference network;
2. Define a copyright or common license;
3. Define a final critical analysis.

6.1 Stakeholders network

To improve the exploitation and dissemination actions that took place, which are described detaily in the dissemination plan, there were also identified some elements that could give more effort in the future to project and training promotion:

1. Identification of a list of Slovenian, Polish and Spanish Public Organizations at different level in national, regional and local contexts and for each one a list of reference contact points, in order to involve such administrations in different skills and thematic domains that are relevant to improve the AAL knowledge.
2. Identification of a list of professional people also in the private companies (with focus on but not limited to SMEs) to be involved in the dissemination actions (i.e. Workshops, Conferences or Social channel).

The National points of reference, which represent the main contact persons, will be considered as main stakeholders to involve and to promote the project activities and its results in the future and will be managed as National Point Network to guide the future actions, also to ensure that the project remains “alive”.

6.2 Training pillars License

An internal and partially external consortium discussion about the best transfer model to share project products has been done also to be sure about the sustainability and continuity of the project in a short and long term. Starting from the open sharing concept partners analyzed the state of art in the licensing trends for the public sector information and educational material.

The main definition driven by the PSI Directive (PSI Directive (Directive 2003/98/EC - 31 December 2003¹) and community is the re-use of products, defined as: the use or re-use of public sector documents “for commercial or non-commercial purposes other than the initial purpose within the public task for which the documents were produced. Exchange of documents between public sector bodies purely in pursuit of their public tasks does not constitute re-use” (article 2.4 of the PSI Directive).

In order to ensure the maximum sharing and reuse of project material the Non-commercial combinations are leaved, and the three options available are:

Name of license	Description of license
CC BY	This license lets others distribute, remix, tweak, and

¹ The Directive on the re-use of public sector information provides a common legal framework for a European market for government-held data (public sector information). It is built around two key pillars of the internal market: transparency and fair competition. <http://ec.europa.eu/digitalagenda/en/european-legislation-reuse-public-sector-information>

Attribution	build upon your work, even commercially, as long as they credit you for the original creation. Recommended for maximum dissemination and use of licensed materials.
CC BY-SA Attribution Share-Alike	This license lets others remix, tweak, and build upon your work even for commercial purposes, as long as they credit you and license their new creations under the identical terms. All new works based on yours will carry the same license, so any derivatives will also allow commercial use.
CC BY-ND Attribution No Derivatives	This license allows for redistribution, commercial and non-commercial, as long as it is passed along unchanged and in whole, with credit to you.

According to the above table, it was agreed that the training should be control by using CC BY-SA license model.

6.3 Sustainability actions

Project partners will make different activities in order to achieve a long sustainability of these results:

1- CETEM

2016:

- In Yecla's furniture fair (one of the most important ones in Spain and the eldest one), CETEM will place several computers in order to show the final course to the different field professionals and, moreover, it will be possible for every stakeholder to do the whole course during the furniture fair. In this international furniture fair, we could reach 3600 professionals.
- VETAAL material will be available on CETEM's webpage

2017:

- One active course with 15 students will be started using this material
- VETAAL material will be available on CETEM's webpage

2- INFO

INFO will support CETEM actions in 2016 and 2017

3- CCIS

2016:

- a) At Ljubljana's international Home Fair (55th Edition) CCIS and consortium will present the Vetaal project, and the e-learning platform to the wood companies.

b) Material of Vetaal project is and will be available on CCIS web page

2017:

- c) As an important social partner with NIVET we will cooperate at making a proposal of a module as an optional one for students at secondary wood schools will be made as a part of regular secondary educational programs in wood sector.
- d) At Ljubljana's, international Home Fair CCIS and consortium will be present again with the Vetaal project and the e-learning platform in order to present it to wood companies.

4- OIGPM

2016:

- Promotion of project results during Meble.Polska and Furnica (one of the biggest furniture fairs in Europe) in Poznań. It is great place to make interested in this project new companies.
- Publication of information about project in OIGPM Bulletin.
- VETAAL information will be available on OIGPM webpage.

2017:

- VETAAL information will be available on OIGPM webpage.

5- VITECO

As technical partner VITECO is not engaged in direct exploitation of VETAAL project but will be involved in sustainability of the e-Learning platform. To this aim, VITECO will guarantee that the platform will remain on-line for another 2 years and will provide just necessary exceptional technical assistance.

As possible way to guarantee the sustainability of the platform and the whole project from a financial point of view, partners also could think about the possibility to work together again in order to submit a follow-up VETALL project proposal under the Erasmus+ calls in 2016.

6- NIVET

NIVET is responsible for preparing occupational standards that are the basis for preparation of vocational and technician secondary educational programs on national level. In 2016 a revision of occupational standards in the field of wood industry is in process. Content of all four pillars will be revised by expert group that is responsible for vocational educational programs in wood sector and design a course for students who are interested in AAL furniture.

In 2017, a proposal of a module as an optional one for students at secondary wood schools will be made as a part of regular secondary educational programs in wood sector.

7- UNIVIE

People working with assistive technologies and endusers themselves often have a lack of knowledge and education in either technology or psychological know how (or both) in the field of elderly. Therefore activities are sometimes not procreative. VETAAL is filling this gap and the pillar “Psychology and needs of the elderly and disabled” can be used or be a paradigm also for other activities in this area. Consequently the outcome of the VETAAL project was integrated into student teaching within postgraduate courses of the University of Vienna (Gerontology and Social Intervention) and the knowledge was distributed via various scientific meetings and websites (Faculty of Psychology of the University of Vienna; Austrian Platform of Ageing; OEPIA).

As the University of Vienna offers no science department on wood technology in general and the UNIVIE team itself has no expertise in technology of wood or furniture industry in special the group can neither offer the introduction nor the implementation of the e-platform into the Austrian furniture industry. Due to these reasons no further participation in project applications concerning the „European social partner organizations for the furniture industry” is planned.

8- SEARCHLIGHTER

2016:

Searchlighter will engage directly with the British Furniture Manufacturers Association as a long-term strategic partner. Part of this process will seek ways in which the results from VETAAL can be exploited and developed in the future in conjunction with their members.

Searchlighter will engage in efforts to connect VETAAL to a new international project that may develop to embed Smart-Furniture manufacturing as a recognised specialist sector of furniture manufacturing with recognised and certified qualifications.

2017

Searchlighter will further develop its relationship with the BFM by seeking to set up a short session at their annual conference to present VETAAL with a mind to gaining momentum for Smart-Furniture manufacturing being a recognised specialist sector in the UK.

Searchlighter will work with CETEM on researching the process by which transnational VET principles can be applied for the development of e-Learning modules in conjunction with face-to-face learning, based on VETAAL results.

10- WTD WULS

In 2016 WULS is planning to disseminate results and importance of the VETAAL project during:

- e) meetings with furniture factories. Representatives of furniture factories of SME, as well as the biggest factories in Poland are constantly cooperate with Faculty of Wood Technology WULS. The meetings and discussions take place at the Faculty or in the factories. The other natural place to meet are the brange fairs. In Poland the most important is the MEBLE POLSKA Furniture

Fair (<http://meble.mtp.pl/en/>). It is a wonderful venue to showcase the information for Polish and foreign furniture producers, and present potential impact of the project. Furniture buyers, designers, interior architects and sales specialists are all presented on the fair.

- f) international conference. In 2016 at the Faculty of Wood Technology WULS will be leading the *XXX International Scientific Conference: WOOD – MATERIAL of the XXI-st CENTURY*. The aim of the Conference is to present and exchange the results of original research and scientific experiments focusing on the widely understood wood technology. The industry representatives are present too.

In 2017 WULS is planning to:

- continue meetings with furniture factories in the way planned for 2016. The activities will be then focused on those enterprises which are interested in the AAL furniture.
- spread information about results and importance of the VETAAL project during the *23rd International Wood Machining Seminar* that will be organized by the Faculty of Wood Technology WULS and placed in Warsaw. International Wood Machining Seminar is the one of the oldest and most important meeting of researchers and industry, which work with wood, celebrated each two years. At the beginning it was focused on the first and second transformation of wood, but now many different subjects about wood industry are discussed. It is a distinguished series of meetings that began in 1963.

6.4 Final critical analysis

The strategic approach for evaluating the sustainability in a long-term at the end of project will perform an analysis to identify criticalities and bottlenecks in the implementation process, taking into account the following, proposed strategic elements:

1. Awareness of the project identity and of its output;
2. Target users and project stakeholders;
3. Hypothetical future scenarios and perspectives;
4. Available resources and existing constraints;
5. Available tools and instruments;
6. Critical factors in project development.