



## Exploitation Plan

Stress Prevention Activities for Road Transport drivers and SME  
(SPA-ROAD) 2010-1-ES1-LEO05-21000





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## EXPLOITATION PLAN

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## ACKNOWLEDGMENTS

The present report has been prepared within the framework of SPA-ROAD TOI project (*ref. 2010-1-ES1-LEO05-2100*) by XXI Inveslan S.L, co-leader of the workpackage 6 (Valorisation), with the support of the rest members of the project consortium:



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## Overall

According to the European Commission's Valorisation Strategy, the term "valorisation" can be defined as *"the process of enhancing or optimising project outcomes through experimentation and exploitation with a view to increasing their value and impact."*

In the context of the Leonardo programme, this means:

- Exploiting the results of projects;
- Further developing project results in different contexts and situations (e.g. regions, countries, sectors);
- Recognising good practice and encouraging relevant key players to do so;
- Rembedding project results into the practices of organisations; and
- Mainstreaming project results into local, regional, national or European provision.

Valorisation is all about "thinking outside the box" and continuing to build upon project results by taking them (or aspects of them) to new organisations, new sectors, new countries and new target groups.

The present plan wants to cover the first of the above mentioned areas establishing the bases for the project exploitation strategy, which aims at:

- Identifying the viability of the final products of Spa-Road project.
- Promoting initiatives to support the exploitation process.

The present Exploitation Plan is organized as follows:

1. Identification of exploitable results and products.
2. Target groups identification: impact and duration.
3. Approach of commercialization, transferability and sustainability of the project.  
Necessary resources.
4. Individual exploitation activities.

The implementation of the exploitation strategy is under the supervision of the WP7 – evaluation and monitoring. In addition, it will be continuously reviewed and refined in order to ensure the impact and raise the quality until the end of the project by the work- package leaders – TCM UGT CyL and INVESLAN.

Spa-Road project wants to identify, combat and reduce the stress levels suffered by road transport drivers and workers from this sector in order to guarantee their health and wellness and at latest stage, reduce the number of road accidents caused by stressors increasing the road safety at European level.

## 1. Identification of exploitable results and products

The most important product of Spa-Road project is the training platform which will contain Spa-Road training contents, that comprise the modules (6 modules with their corresponding glossary, bibliography, additional materials and documents that can be downloaded); the case studies (6 cases studies, each one referred to one module) and the physical and physiological exercises (including video/s). With this platform the consortium wants to train directly drivers and workers from Road Transport SME on how to prevent and combat the work related stress in their daily life.

One of the characteristics of this platform is its suitability for on-line learning and also, mobile learning. Another aspect to highlight is that it will be available in all project languages (English, Spanish, Bulgarian, Greek, French and Hungarian)

Apart from the above mentioned product, the project will develop others that can be also potentially exploited by the consortium after the ending date of the project. For example:

- “The report on the State of the Art of Stress Prevention Training in Road Transport” forms part of this last group (P5).
- Project website and Facebook page (P14/P20).

Why these products and not others?

- Because both groups are relevant for the project target groups and can have further development/ adaptation in different contexts and situations (e.g. regions, countries, sectors); (Multiplying element)
- Can be transferred into the practices of the organisations (Mainstreaming element)

**Figure 1: Exploitable product:**

POTENTIAL PRODUCTS TO EXPLOIT		DESCRIPTION
1.	a-Road Training platform	Sp Project product nº 11 according to the application. The platform has training material for on-line



	<p>learning and mobile learning and also tools that allow the interactivity between trainees like forums and blogs. The platform will be available in 6 languages.</p>
<p>2. The report on the State of the Art of Stress Prevention Training in Road Transport</p>	<p>T The report summarizes different scenarios from country partners concerning the application of specific training for the prevention of work related stress in Road Transport sector. The report includes also good practices and examples from each country. The report is available in English.</p>
<p>3. Project Website/Facebook page</p>	<p>Pr Project website contains</p>

	<p>direct access to training platform, project intranet, all project results, general information, contact data of all partners and access to the page of the project on Facebook. Project website will keep active at least 12 months after the ending date of the project execution in order to continue the dissemination and to reinforce the impact of the project results at European level. The Facebook page (In English and Spanish) will be the main tool for sharing experiences</p>
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and relevant information for the project among potential beneficiaries.

Source: Own elaboration. Inveslan.

It is also important to consider and identify intangible & invisible results of the project, as:

1. Experiences & learning (exchange of ideas and good practices, labour experiences, introduction of new tools and guidelines)
2. Methods & approaches (to improve the experience of the participants with new “know-how”, transfer of job methodologies)
3. European cooperation & networks (constant cooperation process between European countries)
4. Policy lessons & recommendations (introduction of new practices, new approaches)

By identifying tangible and intangible results, the exploitation strategy focuses on to two different directions:

- Exploitation of the results addressed to the project beneficiaries: tangible results (3, see figure 1).
- Exploitation of the results achieved by the partnership addressed to the own development of the project: intangible results (above mentioned 4 points).

## 2. Target groups identification: impact and duration

For a productive and effective exploitation of the project outcomes, it is necessary to identify clearly which the direct target groups are, as well as, long term beneficiaries.

➤ **Direct Target Group:**

The direct target groups of Spa-Road project are:

- Drivers from road transport sector (freight and passenger), working for a company or self employers.
- Workers from Road Transport SME. (overall workers and their direct supervisor)

These groups will be directly benefited from the training platform.

➤ **Long term beneficiaries:**

Training centres; Driving Schools; Other linked companies; Labour Unions, Workers associations, federations, public institutions, labour counsellors etc.

### **2.1 Analysis of the needs of the direct target groups:**

Adapting the project outcomes to real needs of the direct target groups ensures that the outcomes are exploitable and applicable. In order to ensure that the products developed are tailored to and suitable for the target groups that in turn will aid valorisation, it is essential that they meet needs clearly identified at the start of the project.

The needs of the target group will be explored and identified in every country participant through:

- the available statistical data from Public Administration and through the workpackage (here in after, WP) 2, as the final product of this WP is a document which analyzes the current situation of the existing training for prevention of work related stress in Road transport Sector in each country partner.
- Validation (WP5): During the Pilot experience, feedback from the target groups will be used to tailor the outcomes to the particular needs. This feedback will be an element key in the development of the entire project.

## **3. Approach of commercialization, transferability and sustainability of the project.**

### **3.1 Commercialization:**

Commercialization will be based on the **free use of others**: having products accessible without charge will help us to have the materials as widely available as possible and ensure sustainability, as well as generate feedback from wider audience. **However, this use will be subjected to the conditions established by the IPR agreement duly signed by the members of the project consortium.**

Phases:

1. Identification of potential groups of users of the results: training centres, driving schools, Road Transport SME, education providers and practitioners, education associations, workers union, local/regional/national authorities, national journals of adult education/ transport field, visitors of the web page of the project, interested organizations, educational and training organizations, etc.  
All partners will find potential groups users of the results in their countries and will elaborate a list of users of the Spa-Road products in every participant country.
2. Intellectual Property Rights (IPR) agreement between the organizations involved in the project. All partners have to make a formal arrangement about of IPR and free use of others of the created information. September 2012.
3. Development of the marketing strategy: specific products and distribution channels, offers and promotions. All partners has to develop a brief marketing strategy

Figure 2: Commercialization

Exploitable tangible project results	Distribution channels
Project website/ Page of the project on Facebook	Web portals about training, adult education, e-learning, road transport, work related stress, associations and federations of road transport workers.
Final version of the Spa-Road Training platform	Web portals about training, adult education, e-learning, road transport, work related stress, associations and federations of road transport workers. Project website Seminars and conferences Articles in research oriented journals Press releases
Report on the State of the Art of Stress Prevention Training in Road Transport	Project website Seminars and conferences Articles in research oriented journals

Source: Own elaboration. Inveslan.

### 3.2 Transferability:

The results can be transferred and exploited in other sectors and target groups, thus the products can be customized to the needs of additional groups, sectors and countries. Transferring the outcomes to different contexts is a good way to make the most of project results.

Phases:

1. Identification of transferable and exploitable project results, tangible and intangible (point 2 of the present report). All partners.
2. Identification of potential groups to transfer the project results (similar to the commercialization groups – point 3). Elaboration of a similar list in every country.
3. Adaptation of the results to the target groups making them interesting for them. When is decided where the results are going to be transferred and depending on the target group, every partner will adapt the results in their country.
4. Dissemination of the exploitable results through the channels explained in the Dissemination Plan and transfer channels: mailing list, project website, and presentation of the project outcomes at seminars and conferences, publication of articles in research oriented journals, publication of press releases in order to reach a broader public.

All partners will develop dissemination activities: mailing list, conferences, and articles, press releases in order to disseminate and transfer the project results.

### 3.3 Sustainability and mainstreaming:

Referring to definition provided by European Commission, mainstreaming is “the planned process of transferring the successful results of programmes and initiatives to appropriate decision- makers in regulated local, regional, national or European systems”. By influencing policy and practice it may be possible to embed the results in training systems or into the practices of relevant organizations therefore securing their longevity and sustainability of the project.

Phases:

1. Identification of a very specific target groups previously “selected” basing on their influence level and participation potential. All partners have to determine these target groups.
2. Sustainability channels: integration and inclusion of Spa-Road training platform in the training system and VET systems. This is based on the successful transferability and correct use of transfer channels. One time the results are transferred it is necessary to check the correct utilization and integration with other tools.

3. Determination of the impact on the specific target groups: use of open ICT for learning, use of methodologies on key competences etc.

### 3.4 Additional tools:

To ensure the exploitation of the project results, the project will be introduced in to EVE. EVE which is the electronic platform for the dissemination and exploitation of results of projects supported by programmes of Education and Culture Directorate-General (DG), ie besides Youth In Action also Lifelong learning, Culture and Citizenship programmes. EVE and all related information can be accessed through:

[http://ec.europa.eu/dgs/education\\_culture/eve/about\\_en.htm](http://ec.europa.eu/dgs/education_culture/eve/about_en.htm)

## 4. Common exploitation activities

TYPE OF ACTIVITY	DURATION	TARGET GROUP	PARTNERS INVOLVED
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Needs analysis of the target group	The entire project  30/09/2012	Road transport drivers and workers from the sector (Direct target group)	All partners. <u>At the end of validation phase , its leader, AFT, will explain in the validation report , among other aspects, if Spa-Road training platform and its contents need to be adapted to the real needs of the direct target groups or not and if yes, AFT will explain how it could be do ne before the ending date of the project.</u>
List of identification of potential groups users of the results  The template in Excel will be provided by Inveslan at the beginning of December.	End January 2012	Education providers and practitioners, local/regional/national authorities, road transport SME, professional unions, driving schools, educational and training organizations.	All partners
Commercialization: list of distribution channels*  *This information will	End January 2011	Education providers and practitioners, local/regional/national authorities, road transport SME,	All partners

be contained in the above mentioned Excel.		professional unions, driving schools, educational and training organizations.	
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<b>LIST OF EXPLOITATION ACTIVITIES</b>	
<b>TASK</b>	<b>DEADLINE</b>
Sending the Final version of the Exploitation Plan to partners with the tools (Annex 1 and Annex 2)	<b>02 December 2011</b>
Every partner will make a list of identification of potential groups' users of the results. (Annex 1)	<b>31 January 2012</b>
Every partner will make a list of distribution channels in order to the Commercialization (Annex1)	<b>31 January 2012</b>
Adaptation of the results to the target groups (if it is necessary) making them interesting for them. All partners.	<b>15 July 2012</b>
Every partner will develop a short document explaining at national level the needs of the identified target groups, the analysis of the viability of the project products, the list of potential groups of users to transfer the project results and how it could be positive for them. (Annex 2)	<b>15 September 2012</b>

## 5. National Strategies on Exploitation

Based on the feedback provided by each partner in relation to Annex 2, the following national strategies on Exploitation were identified:

## Spain (TECM UGT CyL and INVESLAN)

### Training Needs and Adaptation of the SPA-ROAD products

The most important training needs identified in Spain in relation to the project scope are:

- Causes and information about Stress at work.
- Techniques and exercises in order to manage the main stressful situations and achieve a better work conditions.
- Lack awareness among workers and SMEs regarding the effects of stress in personal and professional life.
- Lack of knowledge regarding the better way to implement prevention measures in companies.

INVESLAN and TCM UGT CyL consider that the SPA-ROAD adapts perfectly the stress at work contents to the lifestyle of the transport drivers giving them a suitable tool to recognize and prevent stress with theoretical information and practical exercises. Furthermore, after the testing and validation phase it was clearly that the training platform is easy to access. In fact it was quite a surprise for us to notice that the mobile version was quite popular.

### Impact of the SPA-ROAD products in the users, beneficiaries and VET system

- Short term impact: Users will learn how manage stress, improve their work conditions, be more aware of preventive measures, etc.
- Large term impact: Achieve a healthier working conditions and greater effectiveness, especially among managers and implement effective training plans to prevent work-related stress among road drivers.
- The potential users and beneficiaries of the products will be: Road transport workers and drivers, training centers, SME's and trainers at transport sector.
- Impact in the VET system: Spanish transport workers prefer face to face learning and classes, and we have the problem of the lack of computers at work. However, the e-learning has become a great method to learn, avoiding the time and place problems. SPA-ROAD course could be included in VET system, for that reason TCM-UGT-CyL are looking for approved courses that wish to include the course as part of their training modules.
- Number of people participating in the dissemination activities made or receiving dissemination material: Around 1.000 people.
- Over 1500 visits to the project website in 24 months. (Resource: Google analytics)

### Actions to be developed after the end of the project

The following products and activities will be carried out after the end of the project:

- Mailing.
- Leaflets.
- Presentations in internal Meetings and other project meeting.
- Newsletter number 1, 2, 3 and 4.
- Presentation in social networks and traditional media.
- SPA-ROAD in Portare.org.
- SPA-ROAD Facebook.
- Adam, Enter and Cordis Databases.
- Cd's with all project results in order to keep informed to the target groups.

## **Bulgaria (HST)**

### **Training Needs and Adaptation of the SPA-ROAD products**

The first investigations presented that the staff in transport sector doesn't know much about the stress and it's circumstances regarding the traffic safe and personal health. Almost the same we can say about the lecturers on transport a technology that lead driver's courses for initial and continues training. Now the drivers have easy access to training materials in this field and can increase their knowledge. The same can be said for managers and the rest staff in transport field. In this sense:

- Transport workers have a tool for training on stress prevention.
- This tool is first in Bulgaria that is directed to the end users. Because of interdisciplinary of matter the tool can be used by staff in other sectors of Industry as well.

### **Impact of the SPA-ROAD products in the users, beneficiaries and VET system**

#### Short term impact

- Adaptation of regular instruction of drivers and staff in SMEs in transport sector.
- More affective organization of work in SMEs in transport sector.
- Better healthy condition of staff, (lower level of heart attacks, strokes, psyche etc).

#### Large term impact

- Increased comfort at work and low traffic accidents because of personal mistakes of driver and transport workers.
- Higher level of culture of behavior of workers in SMEs in transport sector.

The SPA ROAD products can be used for all sectors in Industry: Machine, Chemical, Energetics etc. We had data for a Marine training center that try to organize similar training.

The number of possible users in HST is:

- 2 experts form Human Recourses Centre Department;
- 2 lecturers for Department of Transport Management (that teach stress prevention matter in transport field);
- 240 students (drivers included) that pass through the Department of Transport Management; students work or will work after a year in transport sector.

The number of experts and lecturers are calculated because of their interest regarding the project results; the number of students is approximated; it depends on how many will be in the courses.

Stress prevention training in transport is included in some courses in BG VET, mostly in Universities that prepare managers for transport sector. Usually that is organized and implemented by experts that have knowledge in transport technologies and in the social field. The training content that is developed is very possible to accept as a tool for initial and continues training for drivers. To this moment they do not have a training tool for stress prevention training and usually gather experience in practice.

### **Actions to be developed after the end of the project**

The following actions will be carried out:

- A science paper is planned to be created together with a colleague (Dr Stanislav Markov) form Social science in order to increase the project training matter in social field;
- Personal connections by e-mails to users who visit the project web site and have additional questions in order to overcome some technical problem or to increase his/her personal knowledge.
- Personal connections by e-mails to users who visit the University web site or newspaper and have additional questions.
- Discussions with students on stress prevention.

### **Germany (WISAMAR)**

### **Training Needs and Adaptation of the SPA-ROAD products**

So far there are no specialized Stress Prevention Programs especially focusing on those working as Road Transport Drivers and SMEs in the Transport sector in Germany. An initiative by the trade association of public transport for a Stress Prevention training program published a demo version but developed, as far as wisamar could research, no further activities in this area. At the same time the need for methods and training programs to prevent and handle work related stress has been stressed by different professions and therefore has become a very important issue on the agenda of various trade associations and health insurances during approximately the last three years in Germany. Also in the transport sector there has been a continuing need for stress prevention programmes and options on how to teach those involved, managers, drivers and to the transport sector related employees. Those trade associations, transport driver training centers and SMEs wisamar has talked to during the project period stated that there still is a great need to raise awareness to this subject as well as including training programmes into the general training which in some cases includes general health information but so far not those related to the specific requirements of the transport sector. Overall it can be stated that there is a requirement for both information that raises awareness as well as offering useful and practical solutions in order to train those working in the transport sector in Germany.

The SPA ROAD training platform covers the training needs of the target group in the transport sector. The training modules offer a needed and well prepared first step into the subject of work related stress, its causes and effects in general but even more so focused on the transport sector that will start from where the beneficiaries are. Furthermore it provides links and material that will enable the user to further develop his/her knowledge and awareness and will even more so offer the opportunity to find his/her personal stress prevention methods.

One crucial point might be how effectively this training platform can be promoted and therefore successfully included into vocational and further training as well as the daily routine of the employees in the transport sector. This will also depend on the willingness of all sides involved to take the subject important enough.

Concerning the technical options of the platform the mobile learning version might, at least in Germany, not be used as much as the e-learning platform accessible through the computer.

All in all, the SPA-ROAD Training platform can surely cover the needs and expectations of the potential beneficiaries in Germany.

### **Impact of the SPA-ROAD products in the users, beneficiaries and VET system**

The short term impact of the SPA-ROAD project results will be substantial: – various potential users have stated their interest to test and include the platform into their vocational and further training activities (for a list of these partners see 4 below).

The long term impact will most likely depend on the results of the first phase of usage and testing results by the mentioned potential users. Chances can be considered positive that the platform will be included long term into the training programs since, as stated under 1, there is on the one hand great need for Stress Prevention training modules but on the other hand not many training options available. At the same time it is to expect, that stress prevention at the work place will become a growing objective for employers, employees, health care and state in the next years. With the technical option of mobile learning the platform already offers options for the future and will therefore have a good chance to be considered within the training of the next years.

Wisamar will furthermore promote the SPA-ROAD platform on various occasions in order to raise and secure a short and long term interest in the training programme.

Exchanges with persons responsible and trainers of the drivers' union, insurances specialized in trainees and the training center of the public transport company Leipzig have shown that the possibility of including the SPA-ROAD platform into VET training exist in general but depending also on how well it can be adapted into the training schedule, which they would like to test within the next month after the platform is complete and available in final version. The trainers of public transport company would like to test the platform once more in their further training courses for professionals and in case of good outcome would like to develop ideas on how to include the platform into VET training.

All in all if the SPA-ROAD platform will possibly include into VET system depends on willingness of trainers and also positive experiences by trainers and those responsible for VET training schedules with the final SPA ROAD training platform.

Wisamar will encourage them to once more test and evaluate the platform and to find opportunities to include the platform into VET training.

About 70 users should have used the training platform during the testing phase and until the end of the project. These are participants of our evaluation training sessions, those being informed through various internet and information activities and public events initiated by wisamar. Another number of users are trainers and person responsible of the public transport company who have tested the platform meanwhile in a smaller group and will once more with more participants after the platform is finished by October 31 2012. Wisamar received positive feedback from representatives of trade unions and health insurances active in the transport sector that have tested the platform.

All in all it can be assumed that a great number of potential long term users and mediators for future users will be using the platform within the next month when being informed that the final version is available.

An exact calculation of numbers of users is by all means not easily provable and cannot be provided in exact numbers since partners cannot prove so far how many have entered the



platform. Numbers must therefore be considered provable by calculating those who have been informed and given in majority feedback.

Name	Address	Contact person	E-mail	Phone	Website	Kind of organisation	Range of activities
Bund deutscher Berufskraftfahrer e.V.	Gumbertstr. 184 40229 Düsseldorf	Wolfgang Westermann	<a href="mailto:wolfwestermann@t-online.de">wolfwestermann@t-online.de</a>	0211 - 790 100	<a href="http://www.bdbk-online.de/index.asp">http://www.bdbk-online.de/index.asp</a>	association promoting the interests of truck drivers in Germany	National
Bundesamt für Güterverkehr (BAG)	Werderstraße 34 50672 Köln Deutschland	Andreas Marquardt	<a href="mailto:poststelle@bag.bund.de">poststelle@bag.bund.de</a>	0221-5776-0	<a href="http://www.bag.bund.de">http://www.bag.bund.de</a>	federal agency for freight traffic	National
Bundesministerium für Verkehr, Bau und Stadtentwicklung (BMVBS)	Invalidenstraße 44 10115 Berlin	Prof. Klaus-Dieter Scheurle	<a href="mailto:Ref-LA26@bmvbs.bund.de">Ref-LA26@bmvbs.bund.de</a>	030 18 – 300 – 0	<a href="http://www.bmvbs.de/DE/Home/home_node.html">http://www.bmvbs.de/DE/Home/home_node.html</a>	federal ministry for traffic, construction and urban development	National
Bundesverband der Transportunternehmen e.V.	Mallinckrodtstraße 320 44147 Dortmund	Dagmar Wäscher	<a href="mailto:d.waescher@bvtev.de">d.waescher@bvtev.de</a>	0231 / 23 66 91	<a href="http://www.bvtev.de/">http://www.bvtev.de/</a>	federal association of transport companies Germany	National
Bundesvereinigung der Berufskraftfahrer – Verbände e. V. BdBV	Oerschbachstr. 150 D-40591 Düsseldorf	Wolfgang Westermann	<a href="mailto:WolfWestermann@t-online.de">WolfWestermann@t-online.de</a>		<a href="http://www.bdbv.de/viawpage.php?page_id=2">http://www.bdbv.de/viawpage.php?page_id=2</a>	federal main association of freight truck drivers associates	National
Industrie und Handelskammer zu Leipzig	Goedelerring 5 04109 Leipzig	Frau Lewalder (Beauftragte für die Branche)  Herr Liebscher (Zuständig für Ausbildung / Prüfungen in dem Bereich Kraftfahrer etc.)	Lewalder@leipzig.ihk.de  Liebscher@ihk.de	0341 1267-1358	<a href="https://www.leipzig.ihk.de/startseite.aspx">https://www.leipzig.ihk.de/startseite.aspx</a>	Chamber of Industry and Commerce	Regional

KGF –Kraftfahrergewerkschaft	Heinrichstr. 31 30175 Hannover	Willy Schnieders	<a href="mailto:w.schnieders@kraftfahrergewerkschaft.org">w.schnieders@kraftfahrergewerkschaft.org</a>	0511) 315016	<a href="http://www.kraftfahrergewerkschaft.de/?site=page&amp;id=1">http://www.kraftfahrergewerkschaft.de/?site=page&amp;id=1</a>	labour union of car and truck drivers	National
Verband Mitteldeutscher Ominbusunternehmer e.V.	Steigerstrasse 8 99096 Erfurt	Chairman: Wolfgang Steinbrück Manager: Tilman Wagenknecht	<a href="mailto:info@omnibusverband.de">info@omnibusverband.de</a>	0361 222 75 28	<a href="http://www.omnibusverband.de/index.php?pdid=4">http://www.omnibusverband.de/index.php?pdid=4</a>	association of autobus companies in Middle Germany	Regional
Bundesanstalt für Straßenwesen (BASt)	Post office box 10 01 50 51401 Bergisch Gladbach	Dieter Ridder	<a href="mailto:info@bast.de">info@bast.de</a>	02204 43- 273	<a href="http://www.bast.de/">www.bast.de/</a>	federal office for road engineering	National
KRAVAG Versicherung	Heidenkampsweg 102 20097 Hamburg		<a href="mailto:info@kravag.de">info@kravag.de</a>	040 236060	<a href="http://www.kravag.de/">www.kravag.de/</a>	automotive insurance	National

### Actions to be developed after the end of the project

1. Mailing list – wisamar will once more inform potential users of our target group about the successful outcome of the SPA-ROAD project and will invite them again to test and use the final version of the SPA-ROAD training platform.
2. As agreed upon during the testing phase of the platform wisamar will present the final version of the training platform to the person responsible and trainers of the public transport company Leipzig and will foster the ongoing interest of this institution in including this platform into the VET and further training of their trainees and employees. Wisamar will support the public transport company Leipzig with material and information as well as a tutor in upcoming dissemination events where training opportunities and the SPA-ROAD platform can be presented to future trainees and employees as well as the interested public.
3. In December 2012 wisamar will organize another Bildungsgespräch (educational discussion) public event where project outcomes and future plans will be presented to a broad public and press as well as those companies, training centers and vocational

schools that are linked in close cooperation with wisamar. Here the SPA-ROAD trainings platform in its final version will be presented and a test station will be set up so everyone interested may try the platform.

4. Information on the final results of the SPA-ROAD project and the final version of the trainings platform will be given on the wisamar internet webpage, facebook side and will be promoted in the biannual published wisamar newsletter.
5. On upcoming contact seminar and project meetings wisamar will spread the word about the SPA-ROAD project.

## **Greece (IDEC)**

### **Training Needs and Adaptation of the SPA-ROAD products**

Training needs are focused on aspects like transportation schedule management, conflict management, workflow management and employees assessment.

The modules designed are in line with the core of the training needs of the sector companies.

### **Impact of the SPA-ROAD products in the users, beneficiaries and VET system**

Beneficiaries must take into consideration the project products but they must further develop and adjust them, according to their particular needs.

The training material, as well as the case studies developed, could only be part of vocational training on the transportation sector, as well as of the professional drivers training. That could be a very long procedure which involves state experts and authorities.

It's not possible to estimate how many users will use the project results after the end of the project. It depends on many factors. A draft approach would be 300 people in the short term. The involved people were approximately 75, having a proliferative ability of 4 people each.

Nº	Name	Kind of organisation
1	KLENTOS METAFORIKI S.A.	Road transporting company
2	MARKAKIS DIMITRIOS	Road transporting company
3	GANAS SA	Road transporting company
4	MED FRIGO	Road transporting company
5	SPANAKOS B SA	Road transporting company
6	TRANSPORT LINK AE	Road transporting company
7	HATZISALATAS	Road transporting company
8	METAFORIKI MYKONOU LTD	Road transporting company
9	VASILAGOS VASILIOS	Road transporting company
10	LINARDAKIS VASILIOS	Road transporting company
11	PELEKIS SA	Road transporting company
12	PATOUNAS THEODOROS	Road transporting company
13	TELALIS IOANNIS	Road transporting company
14	KSOULOS PANAGIOTIS & SONS CO	Road transporting company
15	BODAITIS NIKOLAOS	Road transporting company
16	MANAGIAS DIONYSIOS TORRE TRANS	Road transporting company
17	DIANOMES TINOU S.A.	Road transporting company
18	TSONIS LEONARDOS	Road transporting company
19	MIHERINAS	Road transporting company
20	SYGHXRONI METAFORIKI	Road transporting company
21	AFOI LIOUDAKI TRANS LTD	Road transporting company
22	MANOLIDAKIS M. SA	Road transporting company
23	BOZIONELOS IOANNIS	Road transporting company
24	KASSOUDAKI BROS SA	Road transporting company
25	EUROLOGIC TRANSPORT AEE	Road transporting company
26	KOUTRIS M & CO SA	Road transporting company

27	KARAIKOS TRANS	Road transporting company
28	PAPAGEORGIU GROGORIS	Road transporting company
29	PATLAKAS STAMATIS	Road transporting company
30	SARANTIS DIONYSIOS	Road transporting company
31	ATHITSOS GEORGIOS	Road transporting company
32	MARMARAS TRANS	Road transporting company
33	GIOTIS APOSTOLOS	Road transporting company
34	PAPADOPOULOS TRANS	Road transporting company
35	HELLENIC CONTAINERS TRANSPORT	Containers road transporting company

### **Actions to be developed after the end of the project**

The following actions will be developed:

- Contacts with the transportation sector, with professional drivers schools, with the ministry of transportations and with sector specific unions.

### **France (AFT)**

#### **Training Needs and Adaptation of the SPA-ROAD products**

Labour risks prevention is an issue that is being more and more tackled. Stress prevention is part of it. Besides Social security agency is pointing out the deficit caused by stress related diseases. Thus, more and more training centres/organisations will include specific modules on stress prevention in their programmes. The Spa-road platforms provide precisely this kind of modules.

#### **Impact of the SPA-ROAD products in the users, beneficiaries and VET system**

- Short term impact: broader awareness of Spa Road training contents benefits by the users
- Large term impact: inclusion of these tools into existing training programmes
- Associations that act to inform and prevent labour risks independtly of their sectors (cross-sectoral)
- Trade unions

- Professional organizations that could transfer the contents to other sectors.
- The inclusion of Spa Road training contents in the French VET system will merely depend on the training centres. Indeed, labour stress prevention training actions are mainly optional and will be integrated into existing training (e.g. labour risk prevention).

#### **Actions to be developed after the end of the project**

- Dissemination and presentation of both platforms to our regional relays in order to disseminate spa road tools at local level.
- Meetings with transport federations to check the potentials of the tools and recommend them to their members.

#### **Hungary (NET MEX)**

##### **Training Needs and Adaptation of the SPA-ROAD products**

Road transport drivers need training, because they would like to diminish and manage work related stress. Its visible based on the research in the first part of the project that it would be important in reducing the number of accidents, and this kind of training hasn't started yet in the target group.

##### **Impact of the SPA-ROAD products in the users, beneficiaries and VET system**

Short term impact: managing present stress at different levels (manager of SMEs, drivers, workers of transport company).

Large term impact: less stressed drivers and workers, less accidents, more profit for the company.

Workers and SMEs in chemical industry, petroleum industry, automotive industry, electronic industry, meatpacking industry, hospitality industry, food industry, industry, software industry, paper industry, entertainment industry, semiconductor industry, cultural industry, and poverty industry could use it like a transfer of innovation project, with a new target group.

It is possible to integrate the SPA-ROAD contents in the VET system through an accredited training institute that would like to accredit this training and add it to its training supply.

We included approximately 100 stakeholder companies into our list. If we think that there are ~50 people (drivers, warehousemen, maintainers and work at one SME, then the result will be 5000 user will get to know the project, and additionally a few hundred person will know it through our seminars, so I'd estimate 5500 people to use the results.



### **Actions to be developed after the end of the project**

We would like to organize dissemination seminars to introduce our results to our other partners and some entrepreneurs. We send a letter to the stakeholders (SMEs in the road transport sector) to introduce them the project and invite them to use the spa-road training platform.

## **ANNEX 2- EXPLOITATION PLAN QUESTIONNAIRE**

**PARTNER N°:**

**NAME:**

**DATE:**

**1- In general, which are at national level the training needs of your identified potential beneficiaries?. Add your comment below:**

**2- Do you think the developed project products cover these training needs?. Add your comment below:**

**3- Which could be the viability of the use of the project products by these beneficiaries? (Explain in the following two contexts: short term impact and large term impact). Add your comment below:**

**4- Please make a list of the potential users which could be interested in transfer the project results to their own environment. Add your comment below:**

**5- What do you think about the inclusion of the developed training contents into your national VET system? Is it possible? In which way? Add your comment below:**

**6- Which actions you will develop after the ending date of the project in order to disseminate and exploit the project results? Please make a list. Add your comment below**

**7- Please calculate how many users could be use the project results at the end of the project and explain how you calculate it.**

## SPA-ROAD PROJECT

2010-1-ES1-LEO05-2100



### The consortium:

