

Terminal Check



molam

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Lifelong Learning Programme



Moving at labour market

Exploitation Next

Deliverable 28

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1 Introduction

This document has been developed in the framework of the MOL@M (“Moving at Labour Market” - 510380-LLP-1-2010-PT-LEONARDO-LMP) project funded by the Lifelong Learning Programme, Leonardo da Vinci sub-programme.

Exploitation Next is a complementary document to the Exploitation strategy (Deliverable 27), and its key objective is to facilitate and clarify the process of exploitation not only for partners, but also for the relevant stakeholders.

In order to meet the criteria of the Lifelong Learning Programme for exploiting as much as possible, this text is based on LLP Guide 2010 Part I: General provisions and on the official website of The Education, Audiovisual and Culture Executive Agency (EACEA) http://eacea.ec.europa.eu/index_en.php.

For the purpose of ensuring the effective exploitation of the project and its outcomes, it is necessary to define several terms related to exploitation of lifelong learning projects. One of the most general definitions says that exploitation means making use of and benefitting from the products / outcomes of a project. According to the LLP Guide 2010, exploitation consists of two approaches:

Mainstreaming – the process of transferring results to the appropriate decision-makers at the local, the regional, the national, as well as the international level

Multiplication – convincing end-users to adopt and to apply the results.

Each of the partners ensures the process of mainstreaming chiefly at the local, the regional and the national levels. International mainstreaming is approached on the level of the whole partnership, and this document should serve as a basis for these common activities.

Multiplication will be covered by individual partners in order to ensure individual approach to end-users and provide them with detailed information and news regarding national versions of online tool.

This document should serve as a basis for common activities but includes also national plans for exploitation. Each partner developed a list of 50 key actors, which was continuously updated during the project, so there is a large basis for the exploitation process.

2 Products to disseminate

The Mol@m Project offers a wide scale of outcomes and products that were developed during its duration. Not all of them were initially meant for dissemination; however, based on reactions of target groups, partners have decided to provide all relevant outcomes to target groups.

The following project outcomes will be provided to end-users and to target groups identified in the project application:

- ▶ **Interactive tool** (involves information guide, case studies, useful contacts for incoming migrants, bibliography and checklist)
- ▶ **Research Report** (this document was initially developed for the purpose of analysing the state of migration, but key actors expressed a high interest in this document, so some partners will print it and supply it to key actors)
- ▶ **Support Handbook** (a brief publication created in order to facilitate the use of the online tool and to familiarise users with all of the functions of the tool)
- ▶ **Project Blog** (a rich source of interesting information and news on labour migration, legislation, labour situations in EU countries)
- ▶ **Website** (www.spi.pt/molam)
- ▶ **Facebook page** (<http://www.facebook.com/pages/Molam-Project/152941084762766>; full of up-to-date news, unlike the Blog it contains contributions in all languages of partners)

3 Dissemination means

During the lifetime of the project, partners have used typical means for dissemination of project products such as emails, face to face meetings, seminars, participation in different fairs, conferences and so on. However, apart from these typical means, there are other very efficient online tools. Specifically, we are speaking about web 2.0 technologies, more particularly about professional social networks. These web tools are a new phenomenon in information technologies and in lifelong learning process. They offer unlimited access to information, and they enable experts in different fields of work to share their ideas, thoughts and problems. Mol@m project is registered in following social networks:

- ▶ **Facebook** – even though Mol@m’s Facebook page is one of project outcomes, it can be considered as an effective dissemination tool as well. Through Facebook, we can contact many registered users – mainly the secondary target group, but also primary target group because many professional counsellors are Facebook users.
- ▶ **Twitter** – this tool serves as an immediate source of news about project and partners activities. Mainly counsellors interested in our project eager for the newest state-of-the-art can benefit from Twitter.
- ▶ **LinkedIn** – Through LinkedIn we plan to reach the primary target group of our project – professional counsellors - and to provoke thematic discussions in order to share information across different European countries and fields of work. The Mol@m group can be found on link <http://www.linkedin.com/groups/Molam-Moving-Labour-Market-4453387?gid=4453387&trk=group-name>

3.1 Strategy for updating products and dissemination means

During the lifetime of the project, partners set a rule that each partner will contribute at least once a month to Blog and Facebook page. Similar rule will be set also for period after the project’s end in order to ensure sustainability if project’s outcomes. Especially, partners will go on with updating the Facebook and Molam Blog, because we have experienced the greatest success with these tools and we have many followers.

As for **Mol@m Blog**, APMP was responsible for uploading articles during implementation of the project, but at the end of project, all partners will receive access data and each partner will be responsible for uploading its own contributions. For the Blog, contributions must be in English and each partner will add at least one contribution for two month for at least one year after the project has ended.

The rule exists also for **Facebook**. At last meeting partners agreed to focus on updating Facebook regularly, as this is the most used social network, according to the statistics provided by SPI and the Facebook profile is also linked to Twitter. During the project lifetime each partner contributed to Facebook once a month and for sustainability purposes it was agreed that after the end of the project each partner will send at least one contribution quarter a year. For Facebook, the contribution can be in English or in national languages, so it is closer to low-skilled target group.

The project **website** will remain under the administration of APMP. At the end of the project the website will be updated with the final events and deliverables. APMP will remain to be the administrator and will maintain the website for at least 5 years after the project's end.

The Interactive tool is administrated by APMP during the project, but during the final months, partners will set particular persons responsible for individual national sections and these persons will acquire access data for the administration of the online tool. It is important to highlight that after the end of the project, each partner will be responsible for updating of his national version. Partners will adjust their national version to local target groups and their needs, and they agree to observe quality criteria in order to keep the product of high quality. During the project, a set of quality criteria was created, and these should be followed when updating the tool; however, partners are allowed to adjust them slightly in order to reflect new situations, political and social development and development of technologies.

4 Common Approach to Exploitation

Common approach to exploitation is supported by exploitation means mentioned in previous chapter. Thanks to international character of tools mentioned above there is no exclusion caused by nationality and generally everybody can access to discussions and contributions regardless nationality.

This chapter will deal with common strategy on exploitation that is covered by actions undertaken on the level of whole partnership. This means registration on European dissemination platforms, presentation of project on international conferences but we must mention also potential commercial use of products and transferability of the tool for other users and for the future.

4.1 European dissemination networks

Project Mol@m is already registered in several European dissemination platforms. The purpose of such platforms is sharing of project outcomes, best practices and other activities produced within European learning projects.

One of the most important online networks is **E.N.T.E.R.** (the European Network for Transfer and Exploitation of EU Project Results). E.N.T.E.R is a transnational non-profit association based in Graz, Austria and its purpose is to disseminate information about results and products of European funded projects throughout Europe. Up to the end of July 2012 this network counted 514 members, 263 projects and 35 countries which create a large basis for exploitation of the project. In this network project coordinators have opportunity to disseminate information about their projects and their results to a broad community of interested organizations and bodies.

Another big opportunity is represented by **EURORESO – the Network of Great Opportunities**. Euroreso is international association with a scientific and educational purpose and among its purposes we can mention:

- ▶ To exchange methodologies and techniques and, if necessary produce those in co-operation

- ▶ To centralize information on the Labour Market, to analyse and treat it, and to adjust it with the information on the production of goods and services managed by financial investments
- ▶ To propagate projects, programmes and results of action taken

4.2 Testing and its relevance for exploitation

Testing undertaken in April 2012 has a great importance on exploitation of Mol@m project. Through testing we addressed many professionals, partners taught them how to use project's products and they had unique opportunity to try the functionality of products firsthand. From their reactions partners got a valuable feedback on own products and according to professional advices gained from the testing the tool was updated. However, the key importance lies in repeated addressing of those professionals, informing them about changes that were done and showing them new functionalities and improvements. This way we will show that we took their comments into consideration which may lead to further strengthening of connections to these professional groups.

Within exploitation all partners give an undertaking to address again all persons involved in testing process and show them changes made.

4.3 Potential commercial use of products

According to European Commission's Directorate Central for Education and Culture commercialization is especially appropriate to tangible products and is suitable for the end users. The only risk that could arise concerns intellectual property rights. In order to prevent any conflict in future, partners agreed on and signed Intellectual Property Rights agreement (ANNEX I).

The situation is also simplified by the fact that all Mol@m products were developed within partnership and no partner has background intellectual property right to any product.

Generally we can say that after the end of project all partners will be able to use all products and make a use of them either in commercial or non-commercial way. Detailed conditions are described in ANNEX I.

4.4 Transference of the tool

Apart from disseminating and making use of current project's products partners have opportunity to make use of them in terms of transferring them into new outcomes and creating new learning materials. This is also covered in Intellectual Property Rights Agreement (ANNEX I). One of possible options how to transfer Mol@m's products is to transfer them into new European project and ensure further development of created tools. This would also correspond with many comments done by professionals involved in testing. They often mentioned that the tool is great but it's a pity it includes only 6 countries (the information guide).

Within Lifelong Learning Program partners have several options how to make a further use of Mol@m outcomes. First option is to transfer developed tool and contents to other European countries and extend the content with information from new countries (not included in the tool so far) and of course update the current information. This could be done through sub program Leonardo da Vinci Transfer of Innovation (LdV TOI). The official aim of LdV TOI is to "improve quality and attractiveness of VET in the participating countries by transferring existing innovations to new

legal, systemic, sector, linguistic, socio-cultural and geographic environments through working with transnational partners”¹ .

Second option is represented by Leonardo da Vinci Networks. In this case partners would focus on fulfilling following aim: “to strengthen the link between the various "actors" involved in vocational training, to improve the quality, European dimension and visibility of activities or issues of common interest in the field of vocational and educational training.

In particular the Leonardo da Vinci Thematic Networks aim at:

- Assembling, distilling and building on European expertise and innovatory approaches
- Improving the analysis and anticipation of skill requirements
- Disseminating the network outputs and project results throughout the Union in the appropriate circles. “²

The idea of Mol@m project also corresponds to European Year of Citizens 2013 which will enable people to:

- „learn about the rights and opportunities open to them thanks to EU citizenship – particularly their right to live and work anywhere in the EU
- stimulate debate about the obstacles that prevent people from fully using these rights and generate specific proposals for addressing them
- encourage people to participate in civic fora on EU policies and issues.”³

Therefore, through further development of Mol@m project we could fulfil both exploitation needs as well as the needs of people desiring to move freely across Europe.

¹ http://ec.europa.eu/education/leonardo-da-vinci/transfer_en.htm

² ec.europa.eu/education/leonardo-da-vinci/networks_en.htm

³ http://ec.europa.eu/citizenship/european-year-of-citizens-2013/index_en.htm

5 Partners Exploitation Strategies

This chapter shows updated exploitation strategies of individual project partners. Each partner institution created own exploitation strategy within the first year of the project and during the lifetime of the project these strategies were continuously updated. Document Exploitation Next brings final exploitation strategies updated in final few months of the project.

Within dissemination partners also updated list of key actors which can be used for exploitation. These lists are enclosed in the ANNEX of Dissemination Report.

5.1 Portugal

I. Introduction

This is a preliminary document intended to identify the main guidelines regarding the exploitation of Mol@m products. In our perspective, exploitation has 2 main priorities:

- **Priority 1:** Ensure that relevant stakeholders use the products of the project and, if possible, make them relevant for their work in a way that they feel committed to the product and also feel the need/will to contribute for them and disseminate them
- **Priority 2:** Ensure that the use of the final product is done after the end of the project, which means that, during the project, activities should be carried out to foster the future usage of the tool.

II. Approaches

In order to meet the above mentioned priorities, SPI will implement a strategy with 2 different approaches:

- **Approach 1:** Wide dissemination, during and after the project, at national and international level, to reach as many relevant actors as possible
- **Approach 2:** Focused approach on main relevant stakeholders at national level to ensure a full appropriation of the tool.

III. Activities

Each one of the mentioned approaches requires different activities with different characteristics. The main types of activities for each approach are the following:

Approach	Objectives	Activities
<p><u>Wide Dissemination</u></p> <p>During and after the project</p> <p>National and international</p>	<ul style="list-style-type: none"> ➤ To spread word about the existence of the project and the product; ➤ To distribute dissemination materials (e.g. brochure, DVD). ➤ To maximize the nr and type of potential users of the interactive tool. 	<ul style="list-style-type: none"> ➤ Distribute project materials and products in LLP meetings, national and international events; ➤ Conduct short presentations of the product in relevant events: e.g. employment events; European events about LLP and related themes; ➤ Present the project/results in national and international events organized by SPI (e.g. workshops, seminars, courses) and ask for further dissemination.
<p><u>Focused Approach</u></p> <p>Mostly during the project</p> <p>Mostly at national level</p>	<ul style="list-style-type: none"> ➤ To ensure that the relevant individuals and institutions know about the existence of the tool and know how it works, so that they feel motivated to use it; ➤ To identify possibilities of future usage of the tool by these institutions; ➤ To maximize ways of valorising the results, e.g. transfer to other geographical areas, other contexts, other projects, etc. 	<ul style="list-style-type: none"> ➤ Make special efforts to include these relevant institutions in key activities of the project, such as the pilot course and dissemination seminars; ➤ Organize specific personalised activities for these institutions, so that they feel that their role in the exploitation of the tool is essential: e.g. send a copy of the DVD per post with a personalised letter. Schedule meetings to explain how the tool works and how can it be maintained after the project. ➤ Organize demonstration sessions of the tool for particular targets. ➤ Identify contacts for more deep exploitation activities (e.g. transfer of the tool to other countries; LLP projects of transfer of innovation based on Mol@m).

5.2 Germany

The following activities are planned for Germany from month 22 of the project and beyond the lifetime. The German exploitation strategy will comprise of three main steps:

Embedding the German Part of the interactive tool in existing services

The German support field regarding employment opportunities in Europe is immense in its variety and diversity. A core issue will be to link them with and to integrate them into existing services. The integration of existing services into the Interactive Tool is conceptual part as it will provide a structured overview on existing services. Moreover, core providers of services will be identified and

addressed in order to explore opportunities how to embed Mol@m services. Keeping the page up to date will be simplified by using active links to existing services.

Developing a training tool for career advisors and disseminate in respective organisations (such as NGOs guiding outgoings, employment agencies)

In order to ensure long term use of the Mol@m services, it is crucial to easily understand how the Interactive Tool can be applied.

Therefore, an online training will be developed that makes it easy to work with the page beyond the project lifetime. This training will be available online. Moreover, the link to the training can be sent to organisations employing career advisors and can be integrated in their training procedures. Thus we will be able to address a wider audience.

Introducing the Tool to a wider audience in a national or international conference on labour mobility in Europe (last 2 months of the project until half a year after end of the project)

The aim is to spread the word on the project on national and European level by doing training workshops on the use of the Interactive tool at respective seminars and conferences.

5.3 United Kingdom

- Integrate the Mol@m tool into Careers Europe's already existing databases of careers information 'Exodus' and 'Eisodos'. This database is already provided to schools, colleges, universities and libraries across the UK and the Mol@m tool can be used as a complementary resource.
- Aspire-I, Careers Europe's umbrella organisation, also provide a careers advice service in which they will be able to use the interactive tool. The tool will be particularly useful as they assist a lot of people who have migrated to the UK.
- The partners who were involved in the content elaboration of the tool also have an interest to use the outcomes of the project after it has ended. This includes representatives from the EURES network and Job Centre Plus.

- The Mol@m resources will be available through the Careers Europe website, where they can find out information on the project and link to the tool. Visitors to the website will include learners, careers advisors and training providers. This page will still be available after the end of the project.
- The UK showcased the Molam project at the Careers Europe 20th anniversary Conference. Partners from Spain, Portugal, Germany, UK and Czech Republic took gave a presentation and led afternoon workshops for careers professionals. The presentation and photos of the event were then uploaded onto the Careers Europe website and Facebook page. Information and reminder emails were also sent out to the guests before and after the event with details of the Molam project.
- Viable Ways visit to Bradford. Viable Ways is another European project in which Careers Europe is involved. 17 visitors from 3 different countries (Germany, Hungary, Portugal) were given copies of the DVD to take back to their respective institutions.
- City & Islington College, London – presentation of the tool, workshop and Q&A session with around 20 students working on their Level 6 qualification in Careers Guidance. All students worked in different institutions around London and passed on information to other colleagues/classmates.
- Institute of Careers Guidance Conference & Exhibition, Stratford Upon Avon – Careers Europe were exhibitors at this event which welcomed Careers and education professionals from all across the UK. Molam DVDs were handed out along with leaflets about the project and a personal explanation about the project by Katie and Lauren.
- Careers Europe will continue to carry out exploitation for the Molam project, either through their new “Venture” database or at future events.

5.4 Spain

- Integrate the Mol@m Interactive Tool in ASIMAG's daily training activities. ASIMAG is a major VET provider in Spain and also has specific services addressed to unemployed people, such as labour guidance. In this sense, the Interactive Tool can be a complementary resource.
- Mol@m run in parallel with a national project promoted by ASIMAG in order to promote online labour guidance and create communication bridges between unemployed people and labour guidance professionals (<http://www.orienta-2.net/es/>). The Mol@m materials will be linked to this online platform in order to allow mutual exchanges.
- ASIMAG is also part of a group of companies addressed to formal and non-formal training that will benefit and use the Mol@m products.
- Furthermore, ASIMAG is collaborating with major key actors that were involved during the testing phase and that showed a great interest in the use of the MOI@m products (Spanish representatives of EURES network, trade unions, business associations, etc).
- Finally, all Mol@m materials will be available directly through ASIMAG website that is visited by an important number of learners and workers as ASIMAG is an e-learning provider.

5.5 Czech Republic

In the Czech Republic exploitation and future use of products created within Molam project will follow dissemination process. During the lifetime of project we elaborated detail dissemination plan and we regularly updated a list of key actors which will serve as a basis for future sustainability of project. Following text brings an overview of structure and plans of future exploitation in the Czech Republic.

- Targeted key actors
 - List of key actors elaborated and updated during the lifetime of the project

- Organizations that Tempo cooperates with within other projects at national level - we implement about 10 projects with different partners, mostly focused on integration of target group at the labour market
- Organizations that Tempo cooperates with within other projects at European level – nowadays we have many international projects funded from the Lifelong Learning Program that could benefit from outcomes created within Mol@m project
- Ways of contacting key actors
 - Thanks to other projects we are continuously in contact with above mentioned organizations – both via face to face and virtual communication
 - Dissemination of promotional material and presentation of project’s outcomes at different events including international meetings
- Tools and materials to disseminate
 - During the project’s lifetime we made use of financial sources provided within budget and created wide portfolio of dissemination materials. Some of them were already used during the project itself but we still have much material left for future promotion of project. This material involve: leaflets, brochures (2), USB sticks and CDs with learning material.
- Other opportunities
 - Apart from project activity TEMPO TRAINING & CONSULTING is an educational company which means that a lot of people use our services and therefore we have a wide bases of clients that we can provide with additional educational materials.

5.6 Italy

Below the exploitation activities planned after the end of the project :

RESULT/PRODUCT/METHOD	DESCRIPTION/STRATEGY	TARGET 1	TARGET 2	TARGET 3
Mol@m website	Promotion on the project website also after the project end.	The website is addressed mainly to career guidance professionals. Therefore, it will be promoted firstly to them also after the end of the project.	The information included in the website are useful also for all EU citizens interested in moving abroad.	The website will be still introduced also to relevant key actors (already identified by TkF-list of stakeholders elaborated at the beginning of the project).
Interactive Tool	This is the main product of the project that will be promoted also after the end of the project.	It will be promoted among the career guidance professionals (TARGET 1) mainly through e-mails, invitation to visit the project website where they can access to the interactive tool	It will be introduced to the potential "migrants" (TARGET 2) interested in moving abroad.	Information about the platform will be spreaded also to local/regional/national/EU key actors mainly through the project website promotion, e-mails to the list of key-actors already identified. Information will be sent also to the experts

				who have attended the Mol@m workshop in Florence (8th July 2011) and the final Workshop in Sept 2012: representatives of job centres, Eures advisers, Info point for young people, educational institute and guidance counsellors for students.
Contact with institutions potentially interested in using the Interactive Tool after the end of the project	TkF will stay in touch with identified relevant actors (i.e career guidance professionals, job centers, etc.).	To be reached mainly through e-mails and brochures.	To be reached mainly through the career guidance professionals.	To be reached mainly through e-mails, project website, etc.
Intellectual Property Right	This document will include all relevant details about the common use of the Mol@m results by the partnership.	N.a	N.a	N.a

<p>Contact with Euroguidance Italy</p>	<p>Euroguidance Italy is one of main means for spreading the projects's results at National and European level. They have already been involved during the project and will be kept informed also after project end.</p>	<p>Reached mainly through Euroguidance Italy with which TkF has already consolidated experience of cooperation.</p>	<p>Through Euroguidance also potential "migrants" can be reached.</p>	<p>Euroguidance Italy, promoted by the European commission Directorate-General for Education and Culture and the Italian Ministry of Labour Health and Social Policies and located at ISFOL (<i>institution for the development of vocational training for workers</i>) structure, supports and fosters the mobility for studying and working reasons in the European Union countries. Its activities are specifically addressed to professionals involved in the guidance, training and employment fields as well as to teachers and trainers.</p>
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Mol@m brochure/leaflet	All dissemination material will be distributed also after the end of the project.	Distribution in meeting, events etc. at local and european level	Distribution in meeting, events etc. at local and european level	Distribution in meeting, events etc. at local and european level
Project DVD	As planned in the proposal, 20 DVD with the final product will be sent to 20 relevant key actors.	20 key actors will be identified.		
Research Report	The research report (summary) will be distributed also after the end of the project to all relevant target groups.	Distribution	Distribution	Distribution
EU project meetings	The main results of the project will be promoted also during other EU project meetings planned in the future (i.e through project brochures, by word of mouth, etc.).	Information about the project results will be given to EU partners' organisations like adult education centers, NGOs, career guidance center, etc.		

<p>Tk Formazione website www.tkformazione.it and other online tools</p>	<p>Information on the Mol@m project and related results will be updated on TkF website, FB page etc.</p>			
<p>Transfer of project results and outcomes</p>	<p>TkF is available to join any initiative that could favour transfer of project results and outcomes, like LdV TOI or LdV Network</p>			

Legend:

-  TARGET 1: Career guidance professionals
-  TARGET 2: EU citizens seeking guidance for moving abroad
-  TARGET 3: Key actors (i.e decision makers/career guidance center, etc.)

ANNEX I

Intellectual Property Rights Agreement **AGREEMENT:**

DEFINITIONS

- a) 'The Project', 'the Mol@m project', or 'Mol@m' means the collection of activities, products, materials and know-how that is included in the work and under the financing of the Leonardo da Vinci Development of Innovation project entitled Mol@m – Moving at Labour Market (510380-LLP-1-2010-PT-LEONARDO-LMP).
- b) A 'partner' or 'partners' is all and any organisation that is a signatory to the agreements relating to the Leonardo da Vinci Development of Innovation Grant Agreement number 510380-LLP-1-2010-PT-LEONARDO-LMP.
- c) 'Exploitation' and 'exploit' means the use of materials in the course of the business of a partner. This includes business that develops as a result of the activity of the Mol@m project. This includes the application of Mol@m products to or for the training of others. This includes both free and fee-paying uses. This includes the use of software, files, information, training schedules, learning platforms, course materials and methodologies.
- d) 'Mol@m products' means activities, products, materials, services or know-how that is created as a result of the work and financing, whether funded fully or by matching funds, of the project and related contracts.
- e) In this document, 'Intellectual Property Rights' (IPRs) means the right of the organisations who are partners in the project to exploit Mol@m Products.
- f) The 'Interactive Tool' is a Mol@m product which constitutes six national versions. After the end of the project, each partner is responsible for the maintenance of their national version of the Interactive Tool.

INTELLECTUAL PROPERTY RIGHTS (IPRs)

- g) This agreement concerns the use and exploitation of MOL@M products by the partners contracted in the Project.
- h) The copyright of all Mol@m products shall be signed over to the project consortium. The copyright is signed over in this way in order to control the fair use and reproduction of any original work, keeping in mind the dissemination and the commercial exploitation primarily within the country of the originator.
- i) The partners will act to ensure the integrity of the new materials, products or services from an IPR perspective.

EXPLOITATION AND DISSEMINATION AFTER THE PROJECT

- j) It is intended that the Mol@m products will continue to be used after the project has ended and the contracts are complete.
- k) All partners will have non-exclusive rights to exploit the Mol@m products after the project. There will be no charge to any partner for using the Mol@m products in the language of their own country.
- l) It is also intended that the Mol@m products will be used in countries other than those of the partners. If a partner wishes to make use of Mol@m products in countries other than those of the partners, he must inform all partners.
- m) If a partner wishes to make use of the Interactive Tool in the country of another partner, they should do so in agreement with that partner. If the concerned partner does not show objections within one month of the notification, it is considered as an approval of the exploitation. If the concerned partner shows objections and an agreement cannot be reached, no right to use Interactive Tool exists in the country of another partner.
- n) Partners may set fees for the exploitation of Mol@m products in their own language, but are not obliged to do so.
- o) Partners may engage other companies to deliver services for them using the Mol@m products, and may pay them for doing so.
- p) Partners may license others to exploit Mol@m products in their own language, provided the same restrictions and conditions of quality, credit and authorship are included in the license agreement.
- q) Within the exploitation of the Mol@m products, the said products may be used as a basis for the development of new materials. The content developed within Mol@m project used in this new material must be clearly linked to Mol@m project and the authorship must be credited to the Mol@m consortium.

- r) Each partner is responsible for maintaining their national version of the Interactive Tool after the end of project. New contents must respect quality criteria. As an example of such criteria that can be applied to new contents is the Quality Criteria created and agreed upon by partners during the elaboration of the "Contacts" section of the Interactive Tool.
- s) If one or more partners want to use the products in order to submit a new LLP project, they must inform the other partners. The project coordinator can object to the further use in this sense; in this case, the planned project cannot be applied for. The issue of transferability is the subject of the document "Exploitation Next".
- t) Partners may use the results of the project for scientific publications, printed or online.
- u) Whenever the content of Mol@m products is used, it must be clearly linked to Mol@m project and its funding.
- v) All new materials must be in accordance with the rules of the European Commission.
- w) Partners who use the Mol@m products will have to use the LdV and LLP logos and maintain the quality of the products.
- x) If partners wish to develop alternative technical means or to carry out their own maintenance after the end of the project, they may do so, but at their own cost. In this case, all Mol@m product information and materials to which they have acquired Intellectual Property Rights by virtue of this agreement and which are contained in files, electronic or otherwise, will be made available to them at no cost. This provision will extend to release of software that was created for and within the Mol@m project, but not to other software or services that existed before the project, or were made available to it without development.
- y) In case of any conflict, it will be subject to Portuguese law, as the country of the coordinator and the promoter of the project.
- z) These conditions and rights will continue to be valid beyond the Mol@m partnership.

Agreement

I agree to the above conditions

Partner organisations

PARTNER

Name :

Organisation:

Signature:

Date:



ANNEX II