

Valorisation plan for each partner

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Introduction

eLEANOR is an initiative co-funded by the LLP – Leonardo da Vinci Programme, dealing with vocational training for professionals of EU water industry and services in private and public sectors.

The project aimed at improving the training in the water sector through the optimisation and standardisation of the learning processes and pathways.

eLEANOR's goals and objectives counts the following:

- Assessment of training needs in the water sector;
- Curricula for professionals in the water sector;
- Catalogue of available training modules and training Good Practices;
- eLEANOR Training Framework.

Validation of training needs by water industries has been carried out in the first project phase to help the identification of the eLEANOR training subjects. The assessment of training needs was useful to validate and further investigate existing training needs of water companies considered in the project proposal.

The vocational training needs assessment and validation results include list of Business Processes (BPs) and Job Profiles (JPs), their description, and a matrix mapping the training needs in relation to JBPs and BPs. Mapping the training needs in the matrix, by giving the level of knowledge (0 up to 3) to each cell, has embodied the idea of the need of a Job Profile having an overall look at its engagement in each BP

The Curricula was then produced based on the Job Profile description and the matrix ranking the knowledge needed in water sector. The Curricula is structured into 5 sections, bringing the information on the importance of the Business Process for the particular job, required background knowledge tied to the qualification, education level associated to the European Qualification Framework (EQF) and the specialization needed in the water industry.

A Training Framework was designed with the aim to integrate the different components of the eLEANOR training offer. It represents an interface allowing the final user to get information on the training initiative and have access to online tools providing Curricula, Learning Paths with Training Material, Training Modules Catalogue and Training Good Practices Catalogue.

The aim of the deliverable D23 “Valorisation plan for each partner” is to implement a plan for promotion and communication, linked to the overall transnational plan, using each partner's own national network, their resources and involving the groups of professionals they wish to target with the project (see Chapter 2).

Within eLEANOR, the activities of exploitation and valorisation (WP 6) follow/supplement the deliverable D18 Dissemination plan (WP 5 Dissemination).

1. Valorisation Strategy

The project results have been valorised using action plans at three levels, namely national, scientific, and transnational, led by the project's respective steering committees, who define the most appropriate valorisation strategies at the outset and during the project.

The partners have been committed to carry out:

- national/regional promotion and communication plans,
- promotion of the results through scientific activities at European level and through communication with professional organizations, such as the Water supply and sanitation Technology Platform (WssTP),
- a final valorisation plan for each partner at trans-national level.

To raise awareness of the project, dissemination is recognized as one of such activities. The Dissemination plan for each partner was established at the beginning of the project and reported as the Deliverable No. 8 Dissemination Plan.

In that respect, the project website (www.e-leanor.eu) serves as a platform integrating the resources for valorisation (thus promoting of the initiative) and for exploitation use by all the interested stakeholders:

- Training Needs in the Water Sector, Publications, Leaflets, and Newsletters (the terminology and the concepts developed by the eLEANOR Consortium);
- On-line Training Catalogue (metadata providing information on training offers);
- On-line Training Package (Curricula, Learning Paths, EU Water Directives Training Modules);
- On-line Good Practices Catalogue (metadata providing information on training experiences);
- Proceedings from eLEANOR workshops;
- eLEANOR Certification.

1.1. Reference systems for knowledge transfer

In the view of the eLEANOR products sustainability and to ensure good comparability and compatibility, the attention was paid to the adoption of a reference systems for knowledge transfer among European countries, particularly of the European Credit Vocational Education and Training (ECVET) and the European Qualification Framework (EQF).

ECVET aims to facilitate the transfer, recognition and accumulation of assessed learning outcomes of individuals who are aiming to achieve a qualification.

'Qualification' means formal outcome of an assessment and validation process which is obtained when a competent institution determines that an individual has achieved learning outcomes to a given standard.

'Unit of learning outcomes' (unit) means a component of a qualification, consisting of a coherent set of knowledge, skills and competence, that can be assessed and validated.

The ECVET system is associated with eLEANOR through the following structure (see Figure 1):

- learning path leads to the achievement of a "qualification", represented by a Job Profile,
- training modules (courses), which support the learning path, are identified as "unit",
- Training Framework represents the "competent institution",
- and the "hosting institution" is the one that delivers training.

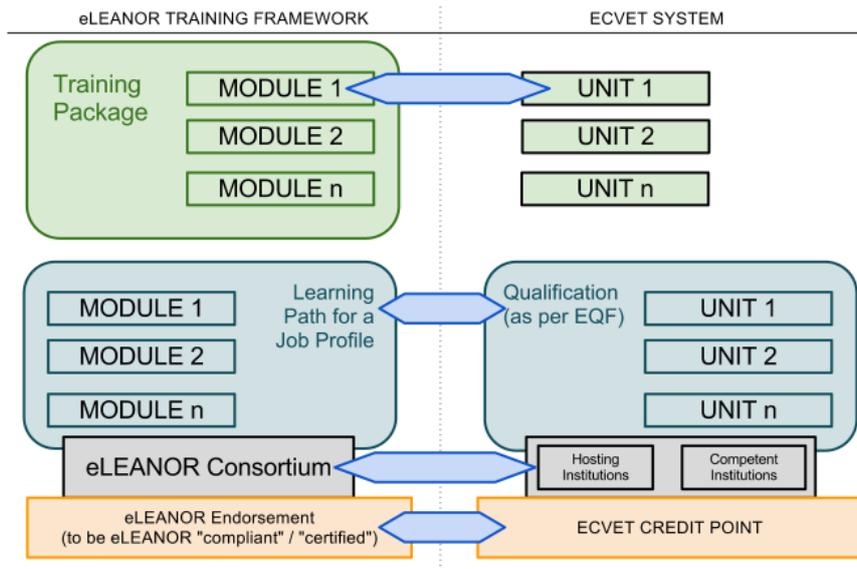


Figure 1 - Equalization of the eLEANOR Training Framework with the ECET system

The connection to the EQF system was designed through the Curricula (D9 Curricula final version or <http://tpackage.e-leanor.eu>), where the education level is associated with the related EQF level (see Figure 2).

Business Processes	Background and requirements in the water sector	Specialization in water industry required								
<p>Very Important Important Intermediate Not Important</p> <p>Real Time Network Management for DW & WW & SW</p> <p>Water Primary Network Management</p> <p>Water Secondary Network Management</p> <p>Leak Detection</p> <p>AMR & MMR Meter Reading</p> <p>AMR & MMR Management</p> <p>Crisis Management</p> <p>Asset Management</p> <p>Use of GIS</p> <p>Maintenance of GIS</p> <p>Drinking Water Treatment Plant Management</p> <p>Public Service Contract Management</p> <p>Support</p> <p>Billing</p> <p>Customer Care & Communication</p> <p>Innovation & Pilots</p> <p>Environmental Monitoring</p> <p>Field Intervention for DW & WW Management including connections</p> <p>Field Works for DW & WW including connections</p> <p>Management of Plan Maintenance</p> <p>Electromechanical Maintenance in DWTP & WWTP & PS</p> <p>Lab & QC for Drinking Water and Waste Water</p> <p>Automation and Sensors for DW & WW & ENV</p> <p>Planning & Design of New Assets & Plants</p> <p>Water Resources Management</p> <p>Waste Water Network Management</p> <p>Storm Water Network Management</p> <p>Waste Water Treatment Plant Management</p> <p>Sewer Inspection and Sewer Cleaning</p>	<p>Who can</p> <p>Civil engi</p> <p>Industrial</p> <p>Chemical</p> <p>Mechanic</p>	<p>European Qualification Framework Level 7</p> <p>The descriptor for the second cycle in the Framework for Qualifications of the European Higher Education Area agreed by the ministers responsible for higher education at their meeting in Bergen in May 2005 in the framework of the Bologna process correspond to the learning outcomes for EQF level 7.</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 25%; padding: 5px;"> <p>Knowledge - In the context of EQF, knowledge is described as theoretical and/or factual</p> </td> <td style="width: 25%; padding: 5px;"> <p>Skills - In the context of EQF, skills are described as cognitive (involving the use of logical, intuitive and creative thinking) and practical (involving manual dexterity and the use of methods, materials, tools and instruments)</p> </td> <td style="width: 25%; padding: 5px;"> <p>Competences - In the context of EQF, competence is described in terms of responsibility and autonomy</p> </td> <td style="width: 25%; padding: 5px;"> <p>The learning outcomes relevant to EQF Level 7 are:</p> </td> </tr> <tr> <td style="padding: 5px;"> <p>Highly specialised knowledge, some of which is at the forefront of knowledge in a field of work or study, as the basis for original thinking and/or research; critical awareness of knowledge issues in a field and at the interface between different fields</p> </td> <td style="padding: 5px;"> <p>Specialised problem-solving skills required in research and/or innovation in order to develop new knowledge and procedures and to integrate knowledge from different fields</p> </td> <td style="padding: 5px;"> <p>Manage and transform work or study contexts that are complex, unpredictable and require new strategic approaches; take responsibility for contributing to professional knowledge and practice and/or for reviewing the strategic performance of teams</p> </td> <td style="padding: 5px;"></td> </tr> </table> <p>http://ec.europa.eu/eqf/compare/eqf/7_en.htm#comparison</p>	<p>Knowledge - In the context of EQF, knowledge is described as theoretical and/or factual</p>	<p>Skills - In the context of EQF, skills are described as cognitive (involving the use of logical, intuitive and creative thinking) and practical (involving manual dexterity and the use of methods, materials, tools and instruments)</p>	<p>Competences - In the context of EQF, competence is described in terms of responsibility and autonomy</p>	<p>The learning outcomes relevant to EQF Level 7 are:</p>	<p>Highly specialised knowledge, some of which is at the forefront of knowledge in a field of work or study, as the basis for original thinking and/or research; critical awareness of knowledge issues in a field and at the interface between different fields</p>	<p>Specialised problem-solving skills required in research and/or innovation in order to develop new knowledge and procedures and to integrate knowledge from different fields</p>	<p>Manage and transform work or study contexts that are complex, unpredictable and require new strategic approaches; take responsibility for contributing to professional knowledge and practice and/or for reviewing the strategic performance of teams</p>	
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<p>EU Water Directives</p> <p>Water Framework Directive •</p> <p>Urban Waste Water Directive •</p> <p>Floods Directive</p> <p>Water Supply •</p> <p>Storm Water Management</p> <p>Groundwater Directive •</p>	<p>EQF 7</p> <p></p>	<p>Education Level and Requirements</p> <ul style="list-style-type: none"> Higher education level (MSc_2 years) Intermediate education level (BSc_3 years) or work experience Basic education level + experience (might jump to the next level: BSc or experience) 								

Figure 2 - An example of Curricula, its association with the EQF

1.2. eLEANOR Certification

The eLEANOR Consortium has developed a certification scheme for the institutions which are delivering pedagogic and training activities within the water sector. The objective of the certification scheme is to provide a support to the people who are interested to follow a training which is matching the expectation of the professional sector of the water services.

It is provided at two levels, depending on the procedure complexity. In this respect, there are two eLEANOR endorsement labels provided:

- eLEANOR Certified (full procedure with assessment);
- eLEANOR Compliant (light procedure only).

The “**eLEANOR Certified**” is delivered on request to the institutions which are endorsing the eLEANOR principles - Business Processes and Job Profiles - defined by the consortium and which are explicitly developing curricula targeting specific job profiles.

There are steps for the interested organization to follow:

1. Contacting the eLEANOR Consortium about their willingness to receive a certification at the project e-mail address: contact@e-leanor.eu;
2. Submission of a presentation of their pedagogic activities according to a specific form that will be sent on request;
3. Review process by an ad-hoc committee of the Consortium;
4. If successful, the certification will be provided for duration of 4 years.

The eLEANOR Consortium promotes actively the usage and free dissemination of the developed concepts and the implementation of the Job Profiles and Business Processes descriptions within the Curricula, as well as various documents and training material available on/via project website (www.e-leanor.eu). All pedagogic and training institutions involved within the water services domain are welcome to use the terminology and the concepts developed by the eLEANOR Consortium.

The institutions which are willing to emphasize their interest for the eLEANOR approach are invited to mention that they are “**eLEANOR Compliant**” with a link to the eLEANOR website. Obviously, these institutions are kindly invited to engage the certification procedure if they see interest for it.

eLEANOR certification is provided to pedagogic and training activities targeting the water services and which are following the concepts and principles developed by the eLEANOR Consortium. This certification will provide benefits to their activities by:

- Providing clear information about the job profiles and business processes they are targeting with their activities;
- Getting recognition from the professional sector of the water domain;
- Promoting a job oriented approach;
- Being close to the reality of the job market in the water services domain;
- Ensuring quality of your contents by periodic accreditation;
- Obtaining higher visibility in the education and training offers in the water domain.

2. Valorisation Plan for each Partner

Valorisation activities are expected through actions at partners' level in order to highlight the project and their outcomes through local and national channels.

Hereby the description by each eLEANOR partners about the plans for the project valorisation at international, national and local level.

2.1 Université de Nice Sophia Antipolis (UNSA, FR)

The Department of Hydroinformatics & Water Engineering is responsible for education and training in Hydroinformatics and Water Sciences in Polytech'Nice-Sophia. With a specific approach, the Department develops trainings focusing on modelling methods and tools applied the water management.

It manages several master courses, in particular the EuroAqua Erasmus Mundus master course since 2004 with four other European universities delivering a joint MSc (<http://master.euroaquae.eu>). The EuroAqua consortium led by Polytech'Nice-Sophia has established institutional collaborations with various education and research institutions worldwide. Industrials of the water field have also underlined their interest in such cooperation activities.

The main scientific topics covered by the Department are: Urban water management, Sustainable watershed management, Coastal zone and marine environment, Climate change and consequences, Risk assessment, Hydro-ecology, and Software engineering.

Valorisation activities will be also carried out by UNSA both at EU and National level, addressed both to EuroAqua and Erasmus Mundus partners and regional/national actors in water management and vocational training sectors.

UNS together with the Société Hydrotechnique de France (SHF) and in partnership of the International Association for Hydraulic Research (IAHR) and the AFM (Association Française de Mécanique) organize the SimHydro Conference (<http://2010.simhydro.org/>) once every two years. UNSA expects to draw the attention to eLEANOR through this conference, where professionals from both industrial and academic organizations will be attending.

Once a year, UNSA organise as well HydroEurope (<http://www.hydroeurope.org/>), which is an Intensive Programme within the [Socrates/Erasmus](#) framework, initiated by the UNSA and associated with six partners from different European Universities. Hydro-Europe is dedicated to the students involved in several master degrees specialized on the water management and the hydro-technologies. These students, future professionals of the water industry, and their professors, constitute an important target for eLEANOR valorization purposes.

2.2 Geographical Information Systems International Group (GISIG, IT)

GISIG is an Association on Geoinformation operating at National and EU level transferring innovation, research and training. Its long lasting experience in carrying out EU and networking projects, makes a great number of opportunities and contacts available to exploit eLEANOR and its outcomes, as well as to increase the participation in the training and mobility actions.

Among the GISIG projects, VESTA-GIS (Leonardo da Vinci project. www.vesta-gis.eu) was addressed to rationalise the training offer in this specific context and to fill the gaps, working also in cooperation with other projects and networks. Results of these actions have been a catalogue of training courses. Most of them are based on eLearning training material that can be handled in a flexible way, and according to different needs and training paths.

One of the activity line of the Association deals with Training in the GI field and addresses the new EU legislative and policy context of environmental data and data management (e.g. INSPIRE, SEIS, Water Framework Directive, etc.), where the needs for training are continuously growing.

To emphasize the training and better exploit the training material developed and made available by the projects, it is anticipated to exploit the eLEANOR Training Framework (on-line Training Catalogue, eLearning tools and training paths). GISIG aspires to become a reference portal for the GI training in Europe, in connection with the CEN/TC 287 (Standardization organization in the field of digital geographic information for Europe), JRC (Joint Research Centre). GISIG Training Framework is proposed to become the main gateway for the training on INSPIRE, GMES, GEOSS, SEIS, WFD, standardization and all the other GI-related policies.

The figure below (Figure 3) shows the GISIG schema for supporting training in EU policies, in which the eLEANOR Training Framework is one of the main components, which guaranties further sustainable updating and exploitation of eLEANOR results beyond the project life time.

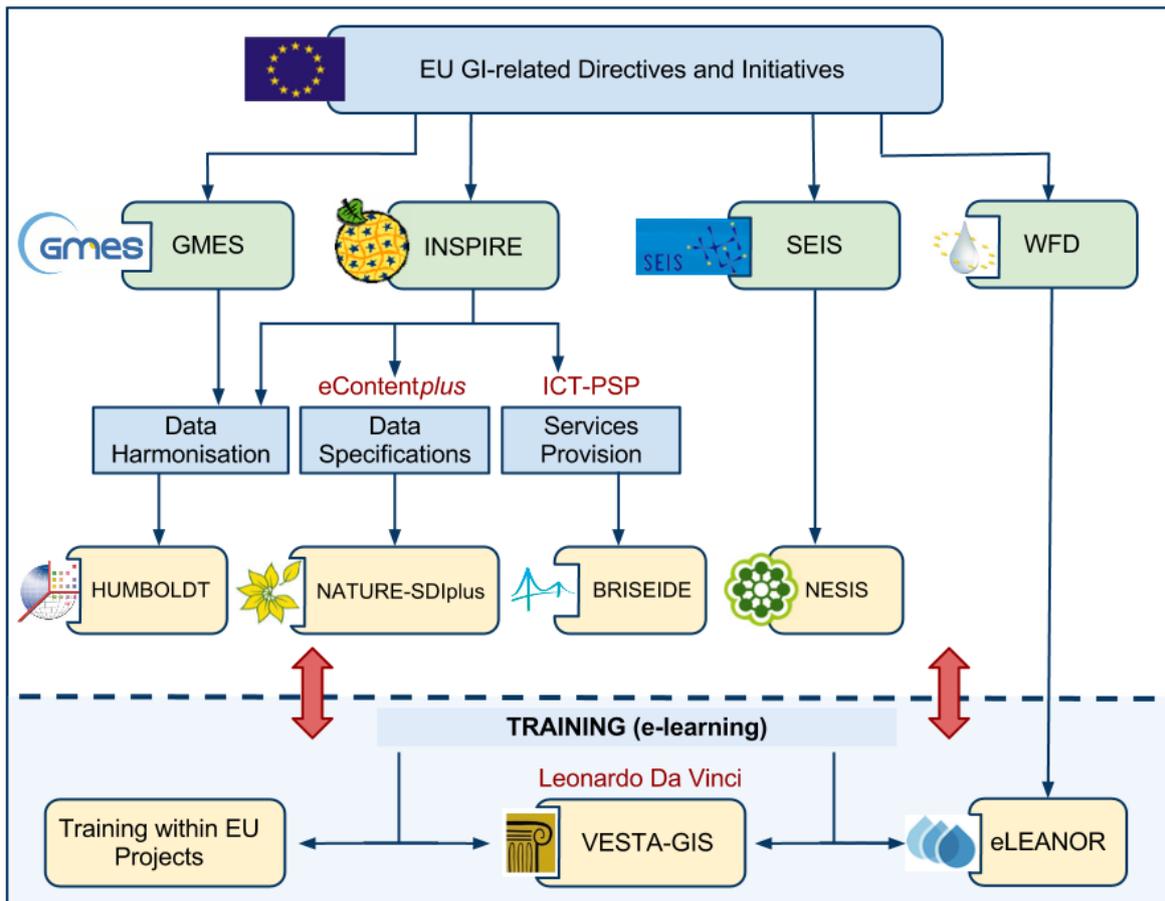


Figure 3 - The GISIG schema for supporting training in EU policies on GI and SDI

2.3 Universitat Politècnica de Catalunya (UPC, ES)

The valorisation plan at UPC could be carried out first addressing the following: the technical Symposium of the Spanish association of Water Distribution Network and Sewer Systems is carried out every year and it can be a way to disseminate the eLEANOR project.

Additionally the project can be disseminated through the different courses carried out by FLUMEN and different institutions like other universities and private companies. The training courses are carried out online and face to face. As follows the list of training courses:

FLUMEN trainings:

- Curso Online de Análisis de redes de saneamiento con SWMM. (Training on Sewer Network analysis with SWMM)
- Curso de modelización numérica en hidráulica fluvial. El modelo Iber. (Numerical Modelling in River Hydraulics. IBER model)

- Curso sobre diseño de sistemas de sumideros en medio urbano. (Inlets design systems in urban zone)
- Modelación Hidrológica avanzada con HEC-HMS. (Advanced Hydrological Modeling with HEC-HMS)
- Cursos de SWMM 5.0 - EPANET 2.0. (SWMM 5.0 – EPANET 2.0 trainings)
- Curso de modelización numérica en ríos: Régimen Permanente. (Numerical Modeling in Rivers. Steady State Flow.)
- Curso de Hidrología Urbana 8ª Edición. (Urban Hydrology, 8th edition)
- Jornada sobre diseño hidráulico de grandes colectores. (Hydraulic Design in Main Sewers)
- Jornada sobre Dimensionamiento de depósitos de retención. (Storm Water Detention Tanks design)
- Curso de HEC-GeoRAS. Herramientas SIG para HEC-RAS. (HEC-GeoRas. SIG tools for HEC-RAS)
- Curso de análisis de redes de alcantarillado pluvial mediante el código SWMM 5.0. (Sewer Network Analysis using SWMM)

Trainings of GMMF in Valencia:

- Fundamentos básicos en hidráulica urbana. (Basics in Urban Hydraulics)
- Análisis de redes de saneamiento y alcantarillado. (Analysis of Sewer Networks)
- Diseño y proyecto de redes de distribución de aguas. (Design and projections of water distribution networks)
- Herramientas básicas en hidráulica urbana. (Basics tools in urban hydraulics)
- Estaciones y sistemas de bombeo. (Pump stations and pressure scheme)
- Calidad, tratamiento y depuración de agua. (Quality and Water Treatments)
- Fenómenos transitorios en hidráulica urbana. (Transients phenomena in urban hydraulics)
- Análisis de redes de saneamiento y alcantarillado. (Sewer System Analysis)
- Diseño y proyecto de redes de evacuación. (Design and Evacuation Network Projects)
- Herramientas informáticas básicas en hidráulica urbana (Basic Informatics Tools in Urban Hydraulics)
- Redes de distribución de agua. (Water Distribution Networks)

Online Trainings:

- Curso Online de Análisis de redes de agua con EPANET. Curso Básico. (Online Training. Basic EPANET Analysis in water distribution networks)
- Curso Online de EPANET Avanzado. Módulos de especialización (Online Training. Advanced EPANET. Specialization Modules)
- Instalaciones de fontanería según el Código Técnico de la Edificación (HS4). Exigencias y dimensionado. Curso Online. (Plumbing Installations according to the Technical Code of Edification (HS4). Size and requirements. Online training.
- Curso Online de Transitorios en sistemas hidráulicos a presión con ALLIEVI. (Online Training. Hydraulics Transients Pressure Systems with ALLIEVI)

2.4 SUEZ Environment (SUEZ, FR)

SUEZ Environnement and its subsidiaries are committed to the daily challenge of protecting resources and ecosystems. The company provides innovative solutions to millions of people and industries in the drinking water, wastewater treatment and waste management fields. In the water sector its operations include:

- catchment, treatment and distribution of drinking water
- collection and purification of domestic and industrial water
- biological and energy development of waste resulting from purification

With 65 400 employees and a worldwide presence, SUEZ ENVIRONNEMENT is a world leader exclusively dedicated to water and waste management services.

SUEZ Environnement has developed a first rank international expertise with several subsidiaries focused on the different missions of the water services, such as Degrémont, the world specialist in water treatment for local authorities.

SUEZ organises every year training workshops at local/national level where their attendants will be a target in order to support the dissemination of eLEANOR.

2.5 Brandenburgische Technische Universität Cottbus (BTUC, DE)

BTU Cottbus is a German university running BSc, MSc and Phd course programmes, research projects and vocational training on regional, national and international level.

The outcome of the eLEANOR project is directly used in the BSc and MSc programmes in the related engineering and management disciplines with relation to water utilities (e.g. Environmental Resource Management, Hydroinformatics and Water Management, Civil Engineering, Urban and Regional Planning). The course programmes (national as well as international programmes) will be updated/adapted to the outcome of the eLEANOR project, especially in respect to the European harmonisation of the training content. In this way young professionals do have already the required knowledge for the job profiles based on European Qualification Framework (EQF) (3 years study ,BSc) and (3+2 years study, MSc).

The new structure of BTUC considers a “professional school” as centre for vocational training. The professional school will be used to offer training courses for professionals using the defined curricula and training paths. Basic content of these training courses are the academic modules in the BSc and MSc course programmes but with a significant adaptation to the needs of professional. Main strategy is to reduce the theoretical background towards practical training in real case studies with related professional complexity. Training offers in the professional school will be organized in close collaboration with professional partners in Cottbus, in Berlin-Brandenburg and on national/international level. The training courses are offered depending on the topic as short (2-3 days), medium (1-2 weeks) and long term event (weekends or evening sessions during 3-4 months). They are besides conventional learning materials and presentation techniques e-learning and self-learning training material as well as field excursions and on-the-side-training.

2.6 IREN Acqua Gas (IREN, IT)

IREN Acqua Gas Spa is a multi-utility company operating in the sector of water and energy services. The company has acquired over the last twenty years a wide experience in training in the water sector. This has been done both through:

- participation in different EU-funded projects, within the Leonardo and ADAPT programmes, related to identification of training needs and implementation of adequate training actions;
- Participation in national training initiatives and organization of training courses.

Iren Acqua Gas is an active member of Federutility, the Italian Federation of utilities operating in water, gas and energy fields, and organizes annually within the Federutility calendar, specific training courses addressed to operators in the water industry sector.

Additional training initiatives are carried out by AMGA Foundation, established by the company in November 2003 and having as mission the “Water Resources Protection”. The Foundation participates in projects and events on the specific subject of water resources management, which can represent an opportunity to raise awareness about the project as well as a valuable dissemination channel.

IREN ACQUA can contribute to mainstream exploitation of results towards appropriate decision-makers and stakeholders in the water domain, and to the promotion of the project in the Water Community enhancing the involvement of new users. In this framework it is relevant to point out that IREN Acqua Gas has established close relationships with relevant entities at European and International level.

The company, together with its Foundation, has joined the WSSTP Water Supply and Sanitation Technology Platform participating in working groups dealing with different subjects such as urban flooding, climate change, safeguard of coastal zones, sludge and energy, alternative water resources. The groups have issued reports delivered to the EU Commission pointing out research needs and priorities. Furthermore the Foundation is leader of one of the six WSSTP's pilot programmes focused on water management in urban areas.

Moreover IREN Acqua Gas and the AMGA Foundation have established a strong link with the US Water Research Foundation - Water RF: some joints projects have been completed and further projects have been planned.

Outcomes from the carried out projects can be selected and included into the eLEANOR training course catalogue; in the same framework proper dissemination activities can be carried out.

2.7 Aqua Development Network (ADN, ES)

Aqualogy Knowledge (ADN) is a company of Agbar. Agbar is a landmark, nationally and internationally, managing the water cycle, with more than 140 years of experience and with presence in 11 countries (Spain, Cuba, Colombia, Chile, Mexico, the United Kingdom, Algeria, China, Peru, USA and Brazil) and has integrated its entire range of products and services through a new brand, Aqualogy. Aqualogy Knowledge is one of its divisions and it is focused on services based on Knowledge and People Management.

Aqualogy's main mission is the development of solutions and services that help customers achieve excellence in all its processes. Therefore, it counts with a team of highly skilled consultants.

Knowledge Aqualogy aims to identify, develop and make available knowledge and expertise of Agbar, providing water and environmental industries solutions and technologies based on innovation, knowledge management and person's development.

Knowledge Aqualogy has four business areas working in a coordinated way in order to create, capture, package and commercialize knowledge and transform it into new products and services: R & D + I, which focuses on developing strategic R + D through their CETaqua technology centres, Knowledge Management, in which they develop systems, methodologies and tools designed to package the knowledge of the companies with the support of technology platforms; People Development in which they develop training systems and specific training for professionals in the field of water and environment, and finally the Consultancy. The set of solutions offered Aqualogy provide knowledge and expertise of a leading company in the field of integrated water cycle.

The aim of the training offered is to form ADN professionals from the sector, both internal and external personnel to Agbar, in a dynamic global environment, with emphasis on the management of water cycle. It highlights the higher training programs Master (one internal and two external, one in Madrid and one in Barcelona) and Graduate, such as water treatment plants, or the water network. Agbar has recently signed with the regional government of Catalonia a framework for joint cooperation in vocational training projects, to promote, develop and qualify current and future professionals in the water sector and the environment. Through this collaboration, which will be conveyed through ADN, competitiveness and employability of professionals involved in these areas will be developed.

In all, eLEANOR outcomes may be directly applied in the training programs that ADN offers all levels of water professionals, both current and future water and environmental sectors.

The training provided by Agbar to the general public is advertised primarily through the web <http://www.aqualogycampus.net/>. We also see Eleanor's web can be a good place to publicize the programs.

Another way to carry out the dissemination of the project is through the use Intranet employees of Agbar, which are issued news of interest to the entire group.

However, eLEANOR results are integrated within the knowledge of ADN, and it is just this "knowledge" the core business of ADN.