



# Exploitation & Valorisation & Sustainability Plan

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<b>Contents</b>
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1. Introduction.....	3
1.1 QUADRO Overview .....	3
1.2 Exploitation & Valorisation & Sustainability plan .....	5
2. Exploitation and Valorisation .....	6
2.1. Benefits of QUADRO for the FS Sector and its Transferability.....	6
2.2. Partnership & Deliverables .....	8
3. Sustainability.....	18
3.1. Involving stakeholders for the permanent adoption of the Handbook .....	18
3.2. National events after project’s end - Involving press.....	20
3.3. Involving Institutions .....	20
3.4. QUADRO Website.....	21
4. National Exploitation & Sustainability Strategies .....	21

## **1. Introduction**

### **1.1 QUADRO Overview**

QUADRO Project (QUALity Development ROadmap for training in the FSS) is based on the priorities stated by the UE in the field of Lifelong Learning Program related to Quality Assurance in VET. In particular it refers to:

- The Copenhagen Declaration of 2002, in which “**the development of common instruments for quality in VET**” has been identified as one of the four priorities;
- The Recommendation of the European Parliament and of the Council on the establishment of a European Quality Assurance Reference Framework for VET (April 2009);
- The Bruges Communiqué, which states that all countries should indicate a common Quality Assurance Framework for VET providers.

The QUADRO project aims to tackle **the tools gap** regarding the assessment of training in terms of quality and its impact on professional development in the **Financial Service Sector** across Europe. According to this mission, the Consortium is composed of partners with experience in implementing quality assurance methods. They are skilled to understand needs, trends and possible improvements in the FSS training provision. The most important project’s final aim is developing useful and usable tools to improve QA in VET within the FSS.

QUADRO is a two years project and it is developed through 7 Work Packages:

1. Project management;
2. Analysis on the status of implementation of Quality Assurance and the related instruments within the Financial Service Sector across Europe;
3. Development of tools for improving the Quality Assurance in VET within the FSS;
4. Piloting the QA toolkit for FSS in partner countries;
5. Dissemination of the projects' results;
6. Evaluation during and after the end of the project;
7. Exploitation of results.

## **1.2 Exploitation & Valorisation & Sustainability plan**

The leader of this work package (WP 7) is Effebi and the supporter is EBTN, but each partner will be involved and will contribute for the well doing of this work package.

In what concerns QUADRO exploitation and valorisation and sustainability planning, the Consortium will follow the EACEA's suggestions within the LLP Project's Handbook:

*“Significant emphasis is placed on the impact of EU co-financed projects and on the concrete plans for ensuring that what they produce will be widely known about and widely used. The results generated, the lessons learned and the experience gained by each project team should be made available to the widest possible audience.”*

For its own nature, this plan will be object of updates during the project life. Each partner is invited to share with the package's leader eventual suggestions and proposals.

This plan is divided in two main sections:

### 1.2.1 Exploitation & Valorisation plan

This first part consists in the explanation of how QUADRO project's outcomes can be exploited in the FSS and also in other sectors. It describes in detail several project outputs and their possible use. In addition, it includes the description of the strategies and activities chosen by the Consortium to valorise the project's results and to convince possible users to adopt project's tools. In particular, the Valorisation plan represents the sum of both exploitation and dissemination activities, with the aim to promote the project's results and make their use possible in different European contexts and by different stakeholders. As requested by EACEA, Exploitation will involve both *mainstreaming* and *multiplication* processes, in order to transfer the *“successful results of programmes and initiatives to*

appropriate decision-makers in regulated local, regional, national or European system” and, in the same time, “to convince individual end-users to adopt and/or apply the results of programmes and initiatives”.

The EACEA’s evaluation (Award criteria “Quality of Valorisation plan” (3/5)) will be also taken into consideration and therefore more details about the strategy and specific activities planned for Valorisation will be provided.

### 1.2.2 Sustainability plan

This part refers to how QUADRO project’s impact will be sustained even beyond its lifetime and how its outcomes will be maintained after the project’s end, through specific strategies.

Considering the importance of the *sustainability* for the success of project, the Consortium has defined several actions able to maintain and promote project’s results even after its duration, both for a short-term and long-term impact. These actions are described in the second part of this document.

## 2. Exploitation and Valorisation

### 2.1. **Benefits of QUADRO for the FS Sector and its Transferability**

The analysis on the existing Quality Assurance methods and instruments in Vocational Education and Training, conducted within the Financial Service Sector across Europe, aims to identify the existence of a gap in terms of QA tools and methodologies.

The results of this research will be integrated in a Report on the Quality Development Gap in Vocational Education and Training. Through this analysis, the Consortium will be able to individuate specific FSS needs in improving Quality Assurance approach and to present possible solutions to enhance the “tools” supply.

The main outcome of this phase will be the definition of the “Quality Tools Kit”, based on the implementation of existent tools and on the creation of new ones for FSS use.

The methodology adopted by QUADRO’s project is conceived to be a model for other projects linked to QA in VET. In particular the analytic phase and the outcoming report can be applied across different sectors as a way to study the state of art concerning the application of QA strategy.

Moreover, tools and methodologies will be set up to be transferable into other sectors, with the appropriate changes and updates, according to specific sectorial needs.

Despite the Consortium choice to focus the piloting activities on the FSS, QUADRO Project should be considered as an experimental case to suggest new actions to support good practices on QA in VET across Europe.

## **2.2. Partnership & Deliverables**

QUADRO's project finds its exploitation and valorisation value both in the contribution of partners as well as in the deliverables. In fact, each member of Consortium, due to its role, previous professional experience and local network, will guarantee an effective impact of project's outcomes in their own country.

On the other hand, the project's deliverables, for their own nature, have a great potential to support their exploitation. The idea is to convince stakeholders of the advantages of adopting the Handbook within their VET systems. In this way, by testing the benefits of the model within the real world of work, the Consortium will be able to spread good practices about QA across Europe and, in the same time, to valorise QUADRO's results.

**ð National Reports on QA tools in FSS, Report on the Quality Development Gap in VET and Roadmap for Quality Development in line with EQARF**

During the first phase, QUADRO project is characterized by a national/regional approach. Each partner will be involved in a research to analyse the state of art in their own country and the existence of tools aimed to apply European Guidelines on QA in VET within the FSS. Each partner should collect information through several instruments created especially for this purpose: surveys, interviews, questionnaires, national focus groups etc. During this phase, ICT instruments will be exploited, in order to allow quick exchanges of information between partners and make analysis' processes easier. All methodologies used by partners will be standardized to assure comparability of the results. The aim of this WP consists in showing the real situation of the training system within FSS, against the Indicators established by the European Commission (ANNEX II – Recommendation of 18 June 2009 on QA “A REFERENCE SET OF SELECTED QUALITY INDICATORS FOR ASSESSING QUALITY IN VET”).

The tools for the analysis will be created in English, but translated into the national languages of the partners. This phase is crucial for the success of the Exploitation of QUADRO results: it is important to know the real tools gap in term of QA, exactly as stakeholders perceive it. Only in this way the Consortium will be able to produce an EQAVET Handbook that respond to the effective needs of the system.

The outcome of these studies will be represented by National Reports, based on qualitative and quantitative indicators. All the reports will be written in English language, to be easily consulted and exploited by all involved and interested.

After this stage, by consulting the National reports, the Consortium will be able to elaborate a summative European Report on the Quality Development Gap in VET to identify possible solutions to undertake across Europe. The Report will represents the sum and comparison of national reports. This study will promote a cooperation between the involved countries and encourage the exchange of methods, models and good practices for Quality in training across Europe, in line with the European Commission's guidelines.

After studying the concrete status of QA application in training across Europe, a Roadmap containing concrete strategies to contrast deficits and tools gaps identified during the analysis' phase will be elaborated.

Each one of these deliverables has its own marked exploitation's value. Especially the national and European reports, settled up through specific methodologies, will be available and consultable not only for QUADRO project, but also for further researches.

Moreover, having a clear picture of the actual state of art and the effective implementation status of QA tools, ten years after the Copenhagen Declaration, could make the European Community conscious of what is the effective development of applying European guidelines in VET (in the FSS), in order to suggest possible improvements.

The national studies will provide, in QUADRO's further stage, a set of tools which will be able to respond effectively to the needs of sector, according to stakeholders' suggestions. The focus on the existent state of art at the beginning of the project also allows the evaluation of what will be the effective results of QUADRO project, in

order to make a true balance. Furthermore, the use of quantitative and qualitative indicators related to different national contexts will assure reliability by showing the real needs of the training systems across Europe.

According to the European guidelines, both the Reports and the Roadmap will be public documents, so they will be available to be used or taken as model for future projects. On the other hand, it will be useful to set up a Roadmap to adopt a time settled strategy, in order to plan specific actions in line with different national frameworks.

At last, the methodologies adopted for the researches in FSS, as stakeholders' interviews or questionnaires, could also represent a pattern to develop similar studies, even in other sectors. The Consortium's objective is to raise awareness about the real development of the existent QA systems across Europe and to create specific research tools to involve different actors within the FSS. In the future, the use of these instruments, will be possible in similar researches and studies on QA also in other sectors.

## **ð Handbook and Guidelines**

The central aim of the QUADRO Project is to create an EQAVET Handbook, based on the detailed analysis of the national reports about the tools gap on QA within FSS.

The Handbook will include:

- *Tools and Instruments* for the establishment of internal quality management approaches to improve the training offer within the FSS. Using the study of the existent training tools and their critical points, the Consortium will be able to propose innovative and useful instruments for promoting excellence and quality in VET. The aim is to provide practical and concrete tools to facilitate actors involved in training within FSS to follow QA guidelines.

- *Detailed description of the QA process.* The four phases defined by the European Commission in the EQAVET Recommendation of April 2009 (Plan, Implement, Evaluate and Review) will be explained in detail.
- *Practical examples.* Examples will be introduced to link methodological and theoretical notions with the real needs of the labor world on the basis of every-day experience;
- *Illustrations* and schemes, that will be used in order to illustrate the guide and make it easier to read;
- Links with the European LLL policies in the Banking and Financial Services Sector as a way of making stakeholders aware of the requirements of the European programme;
- Promotion of the *Quality criteria* and of the *ten indicators* included in the EQAVET Recommendation as a way to show the European provisions in term of QA and how they can be followed. Each indicator will be briefly exploited to facilitate its understanding within the FSS. These indicators have been set up in order to be transferable and adaptable according to different sectors' needs.

According to QUADRO's objectives, this deliverable aims to promote awareness and responsibility on Quality Assurance in VET within the Financial Service Sector. The guide will be disseminated to the interested training organizations active in Banking and Financial Service Sector.

The Handbook, edited in a useful and easy way, will be also translated into the Partner languages to be used by different stakeholders across Europe. It will be created according to the real needs of FSS and it will contain real cases and concrete examples to facilitate the application of QA methodologies.

The idea is that the stakeholders look at the Handbook not only as a manual of instructions concerning the application of QA methodologies, but as a resource of advices and suggestions to improve and widen concretely their training offer.

Furthermore, the EQAVET guide will be presented in public meetings and conferences. The dissemination of the Handbook will be assured by Partners'

activities across Europe and, according to this aim, there will be 50 EBTN & MBN members involved on a volunteer bases.

The final objective pursued by the Consortium is to reach external stakeholders and to create a Network in order to guarantee the usability of the Handbook even after the project's lifetime by training providers and organizations within the FSS.

Supported by the creation of the Network, all potential stakeholders will be assisted in approaching to EQAVET Handbook. Each partner is supposed to become a point of reference in its own country, for the users of Handbook. In order to guarantee the sustainability of this Network, stakeholders may write to the consortium to give suggestions and contributions through the Project's Website.

The goal is to make EQAVET Handbook a common instrument not only consultable by experts but by all interested in QA in VET. Following this vision, in addition to the EQAVET Handbook, a set of guidelines will be provided in order to facilitate the effective use and implementation of the Handbook in different countries and by different stakeholders.

These Guidelines will represent an integrative tool, conceived to assist stakeholders in using the EQAVET Handbook in their organizations, in line with a perspective of sustainability and exploitation of results.

Although the Handbook and Guidelines will originally be settled up for the training providers within the Financial Service Sector, they could be also adapted and used within other sectors, according to specific sectorial needs.

## **ð Piloting guidelines and report**

Within the end of 2013 the Consortium will set up the *guidelines* to be tested during the Piloting phase of QUADRO's project. Several tools will be provided to partners in order to support piloting activities in each own country. Workshops and seminars will be organized in each country to explain concretely the benefits of the EQAVET Handbook.

The piloting phase foresees:

- 1) Consultation Workshops and seminars to explain the benefits of the EQAVET Handbook and to collect direct feedback from stakeholders;
- 2) Questionnaires on line, to easily reach stakeholders and to have a quick feedback about the Handbook;
- 3) Direct piloting phase, based on the real use of the Handbook within training institutions/organizations, to be organized in Germany, Slovakia & Portugal. (Other piloting can be organized on a volunteer bases in other countries)

The guidelines to structure the piloting will include:

- The specific QA indicators;
- The identification of the groups of stakeholders to be involved in the piloting phase, to facilitate the dissemination of the project outcomes within the FSS and to create networks;
- Methodologies to approach stakeholders and a set of valid arguments and practical examples, in order to demonstrate the potential of the QA approach and how to apply it;
- Concrete tools such as questionnaires, interviews and templates to submit to stakeholders, to have frequent and direct feedback from the FSS.

All these public documents, created especially for QUADRO'S Piloting, can also be discussed during the experimental phase of other future projects in future. They will allow evaluating attractiveness, satisfaction and usefulness of the Handbook, through some specific criteria.

As a way to involve sectoral stakeholders across Europe, there will be promoted national activities as seminars and workshops to develop the exchange of experiences and good practices and to collect feedback about the effective utility of the QA tools provided by the Consortium.

At the end of the Piloting phase, the Consortium will draw up a *Report* which will include the summing up of the main ideas, suggestions and observations collected during the piloting events and represent a balance of the Piloting phase. It will show the effective impact of the Piloting and possible improvements to be adopted in the Handbook

will be considered. This document, according to the European Commission recommendations, will be public and it will be consultable on the project's website.

As added value, the piloting activities will allow the set-up of a national dialogue on QA process, by creating a network of stakeholders within FSS. To raise awareness about the importance of QA process, as well as to facilitate the dissemination of good outcomes of its application is the aim of the piloting phase as a whole.

<b>ð Website</b>
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The creation of a Project Website ([www.quadroproject.eu](http://www.quadroproject.eu)) will assure both the exploitation as well as the valorisation of QUADRO's outcomes. The project's aim is to create a platform easy to be used by stakeholders for collecting information about the Project's activities and outcomes, as well as specific information about QA:

- European guidelines on QA, with normative and institutional references;
- Description of QA process and indicators;
- News from national frameworks, about local state of art on QA application within FSS;

Specifically for the exploitation of QUADRO results, the Consortium foresees to make all the set of materials created during the project's life available online. The website will contain specific sections dedicated to the different deliverables of QUADRO project, such as the national and European reports on the Quality Development Gap in VET, the tools for QA developed by the Consortium and EQAVET Handbook for the FSS with Guidelines for its implementation. They will be available in independent sections and each one will be downloadable separately. On the website, there is also a section for the promotion of Project's scheduled events, with specific programs and agendas, in line with project dissemination strategy.

Furthermore, in order to allow an easy use of the Handbook by users involved in training programs, the website will contain a specific section named “Contact us”, where stakeholders will be able to “speak” directly to the Consortium, in order to solve their doubts or to receive eventual clarifications. They could also leave comments, suggestions or share their concrete experiences on QA in VET.

The “Contact Us” window on [www.quadroproject.eu](http://www.quadroproject.eu):

QUADRO Project - Windows Internet Explorer  
http://www.quadroproject.eu/page\_nuovo.php?parent=attivita&page=modulo  
File Modifica Visualizza Preferiti Strumenti 2  
QUADRO Project

**Contact form**

Name

Surname

Istitution

Email

Subject

Message

Send e-mail

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During QUADRO project’s development, the website will be frequently updated with new contents and multimedia sources regarding the project’s activities such as photos, videos, presentations, questionnaires, interviews and other useful files.

The aim of the website is to create a place in which stakeholders can get information and support for the application of QA guidelines in their own realities and also a place where they can find free downloadable tools.

The website will be also mentioned during QUADRO's national and European events to promote it and stimulate its exploitation.

To summarize , the consortium intends to reach three main aims:

- To provide stakeholders information about European normative and guidelines on QA in VET;
- To support stakeholders in applying and managing QA methodologies and tools in order to make QUADRO's outcomes concretely exploitable;
- To valorize and promote QUADRO's results at national and European level.

## **ð Dissemination activities**

All the dissemination activities of QUADRO's project will be set up in order to assure the effective diffusion of results within FSS across Europe.

Thanks to its past experiences, the Consortium believes that to stimulate exploitation of project's outcomes, becomes essential to favor information and awareness about QA within the sector across Europe.

For this reason, a specific dissemination strategy at national, European and international level will be promoted. The details of this action will be specifically provided within the "*Dissemination plan*".

The Handbook and its guidelines will be presented in conferences, seminars, workshops, national and international meetings, etc. There will also be edited publications at national and European level, to inform the FSS and other sectors about QUADRO Project and its outcomes.

Furthermore, during disseminations' events, the contents of the Handbook will be described with concrete examples of opportunities provided by its exploitation. Also real cases of organizations who have adopted the model of Quality Assurance will be

presented and their representatives will be invited to share their experiences with the public of the event. These meetings represent an excellent opportunity to valorize the benefits of the adoption of QA methods and to demonstrate the potential of QA methodologies in improving real training provisions within FSS, helping to face the real FSS problems.

During national meetings, managers, representatives of FSS, VET providers, representatives of policy makers and other stakeholders will be involved, to let them be aware of the opportunities provided by QA methodologies at different levels.

One of the priorities of the Consortium is to inform the national Institutions at governmental level about QUADRO's initiative (for example by inviting representatives of the governmental entities to national project's events) in order to allow a reflexive attitude towards the existing rules and promote potential normative changes at local level.

Involving and stimulating stakeholders during the project's lifetime (invitations to conferences, meetings, seminars, etc.) will be an easier way to show them the importance of QA Methodologies and, in the same time, to lead them to adopt the Handbook within their organizations.

Dissemination strategy will include also the promotion of QUADRO's Handbook in national events where partners will participate due to their own work activities. During this sectoral meetings they will have the opportunity to get in touch with new stakeholders interested in adopting the Handbook.

## ð **EQAVET Network**

The Consortium is aware of the opportunities provided by the existing EQAVET Network. For this reason, stakeholders will be really encouraged to join the Network. Partners also will spread out in their own countries information about the existence of this community.

In this way, EQAVET Network can represent an useful instrument to disseminate QUADRO's Handbook and to reach stakeholders across Europe. The

idea is to promote the Handbook within EQAVET community, by taking advantage of this existing European Network.

The EQAVET Network, with its own mission of implementation of QA knowledge across Europe, will also represent a tool for sharing experiences about the benefits linked to the adoption of the Handbook.

Finally, the EQAVET website ([www.eqavet.eu](http://www.eqavet.eu)) can be a way to reach possible stakeholders interested in using the Handbook within their organizations. Hence, all partners are invited to register and to enter in the EQAVET Community.

Effebi is already in contact with the EQAVET Secretariat (FETAC/QQAI, 10 Lower Mount Street Dublin 2 Ireland - Telephone: 00353 1 905 8144 E-mail: [info@eqavet.eu](mailto:info@eqavet.eu)) in order to inform the EQAVET Community about QUADRO project and to ask for the possibility to put on EQAVET website some information about QUADRO project's results.

### 3. Sustainability

The success of a project depends also on its possibility to have a long-term impact.

*“Sustainability of the project's outcomes is a key element”*  
(EACEA IIp Handbook)

The Consortium will develop specific activities to sustain the project's outcomes even after its lifetime.

#### 3.1. ***Involving stakeholders for the permanent adoption of the Handbook***

The Consortium aims to spread widely the Handbook and Guidelines within Financial Service Sector during the project lifetime, in order to assure the *sustainability* of the results. Each partner will involve stakeholders in its own country, by showing them the potential of QA methodologies for the success of VET programs.

- **National events**

National workshops to promote the Handbook will be organized and potential users will be invited (VET Providers, HR responsible, etc.). During these meetings partners will provide instructions and suggestions to participants to facilitate the introduction of the Handbook within existent training programmes. The Consortium will promote a specific strategy to convince VET providers and organizations to adopt the Handbook within their systems. Partners will show stakeholders the advantages related to QA methodologies and will deliver free copies of Handbook and guidelines.

- **National and European Network**

Another way to assure sustainability is to create a Network of stakeholders in each country. In this way partners are able to be in contact with stakeholders also after the end of the project. In addition to this, with a National stakeholders' Network the share experiences and updates about QA processes will be enhanced. The Handbook will be created in order to assure flexibility and to be used in different contexts within FSS, so partners will help users to adapt QA methodology to their specific needs. The translation of the Handbook into national language will guarantee its immediate understanding at national level and the possibility to be adopted by national organisations.

- **Promoting benefits of QA system**

At last, in line with the European Recommendation on QA of 18 June 2009, one of QUADRO project's objectives is to increase awareness about QA methodology in VET and to demonstrate the benefits of QA system to assure the success of training programs. If this goal is achieved during the project's lifetime, it will be easier to convince the VET providers and organizations to adopt

permanently the model provided by QUADRO and in this way, QUADRO can have a real long-term impact on national training systems within FSS.

### **3.2. National events after project's end - Involving press**

Another way to assure the sustainability of QUADRO's results relies on is carrying forward the promotion of results during national and European events even after project's conclusion. Partners, according to their roles in their own country, will be able to highlight project's outcomes in public events related to VET within FSS.

At the same time, the main outcomes of QUADRO project will be published in sectorial magazines, journal and newsletter at national and European level. Furthermore, QUADRO will be sustained online, by publications of the results on national and European platforms.

### **3.3. Involving Institutions**

As suggested by EACEA, to comply the sustainability of the results at local level, it is important to involve public Institutions. The Consortium will invite representatives of public Institutions to project's national events and conferences. In this way authorities will be better informed about QA system in the FSS and can collect suggestions for improving the national VET systems. In addition, partners will deliver information about the Project's outcomes to national public authorities and to entities responsible for education and training system.

The final idea is to induce governments to sustain QA methodologies supported by specific normative actions and exchanges. In this way, by involving Institutions, the Consortium will assure not only the sustainability of this project, but also the development of good practices on QA across Europe.

### **3.4. QUADRO Website**

As indicated in the Grant Agreement within the “Other Special Conditions” section (Article I.10. § 4-5 or article I.11.), the Consortium will maintain the Project’s website ([www.quadroproject.eu](http://www.quadroproject.eu)) even after the conclusion of the project’s activities. All materials created during the QUADRO’s development will be uploaded on the project website and will be freely available and downloadable. Furthermore, the website will be frequently updated with new information, materials from national and European events (multimedia elements, presentations, relations, etc.), press publications and media results. According to the project’s aim, the website will have a public section and also a private section available only for project’s partners.

The idea is to build QUADRO’s website as a multimedia instrument in which interactivity will be guaranteed by the window “Contact us”, which will be active also after the project’s life time. Thanks to this simple tool, users will have the opportunity to inform partners about the use of the Handbook in their organizations and allow them to ask for any eventual and concrete clarifications. Accessibility will be assured also thanks to the “*Site map*”, inserted in the Homepage.

Furthermore, within a specific section, expected results and effective results of the project will be well described, in order to assure the transparency and to enable the delivery of updated information about the development of QUADRO project.

## **4. National Exploitation & Sustainability Strategies**

Partnership is invited to follow specific actions, in order to involve stakeholders and create a Network for reaching potential users for the Handbook. Each partner, according to its own role and capacity within its country, will support the Exploitation and Sustainability of the Handbook, by implementing different strategies (TABLE I)

Thus, according to these national strategies, at the end of the Project specific information & evidences will be collected about activities effectively developed and planned by partners to support the future valorization of the project outcomes at national and European level (ANNEX I).

<b>TABLE I</b>			
	<b>PARTNER</b>	<b>COUNTRY</b>	<b>National Exploitation &amp; Sustainability Strategy</b>
<b>P1</b>	IFB	PT	The Portuguese Bank Training Institute (IFB), with its School of Bank Management (ISGB), provides ongoing training and specialised higher education. The targets of the IFB's services and products are Human Resources of the Portuguese Banking Association's (APB) member banks. <u>In its capacity of VET Provider, IFB will be able to test concretely QUADRO's Handbook. Some of the instruments and tools promoted within the QUADRO Handbook will be effectively integrated &amp; maintained in their VET programmes.</u>
<b>P2</b>	Effebi	IT	Effebi is a Banking Association and it reaches up to 20 Banking groups in Italy, representing 90% of the Italian banking sector. Thanks to these contacts, <u>Effebi will promote the QUADRO Handbook within the sector and will support its exploitation also by other VET providers (e.g. Universities, training providers, etc.) and within the Banks' Training Departments, also after the project's end.</u>
<b>P3</b>	Scienter	ES	SCIENTER CID is a research centre and service provider organization. With its extensive experience in running multi-national consultancy, <u>it will be able to disseminate QUADRO's results and to encourage the testing of the Handbook by their partners, also with a trans-sectoral approach.</u>
<b>P4</b>	University of Sofia	BG	Due to its role of <u>Evaluator</u> , University of Sofia will assure the maintenance of high Quality level in

			planning and development of exploitation & sustainability activities, by frequent monitoring. After the project completion, the evaluator will have the opportunity to promote the project results within its own education & training programmes, as University.
<b>P5</b>	BSEL	DE	BSEL, with its two departments “Distance Learning Institute” (FSI) and German Banking Institute, develops and offers professional training for bankers and consumers. <u>It will promote the QUADRO Handbook during their VET activities (e.g. financial workshops), with the purpose of introducing it within the training programmes. Moreover, BSEL will be able to test concretely QUADRO’s Handbook. Some of the instruments and tools promoted within the QUADRO Handbook will be effectively integrated &amp; maintained in their VET programmes.</u>
<b>P6</b>	Mediterranean Bank Network	MT	Thanks to its nature of Network, MBN reaches Member banks include Banco Sabadell (Spain), Banco Popolare (Italy), Bank of Jordan (Jordan), Bank of Valletta (Malta), BPCE Banques Populaires (France), Banque Centrale Populaire (Morocco), Nova Ljubljanska Banka (Slovenia), and Banque Tuniso-Koweitienne (Tunisia). Regarding the exploitation of QUADRO’s results, <u>MBN will promote QUADRO Handbook among its members by actively encouraging and supporting them to introduce it within their training programmes.</u>
<b>P7</b>	IBE NBS	SK	The Institute of Banking Education of the National Bank of Slovakia offers a diversity of approximately 120 courses for the financial sector employees. IBE NBS will take part actively to the exploitation of QUADRO results. <u>Some of the instruments and tools promoted within the QUADRO Handbook will be effectively integrated &amp; maintained in their VET programmes.</u>
<b>P8</b>	EBTN	LU	EBTN gathers 36 Members that are Financial &

			<p>Banking Associations, Institutions or Companies having an established relationship with representative national banking and financial associations.</p> <p>Thanks to its Network, <u>EBTN will promote the use of the Handbook among its members, in order to encourage and support the introduction of the EQAVET instruments and tools within their training programs, on sustainable basis.</u></p>
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