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DELIVERABLE OF ERASMUS+IND4.0 WP6

D6.6 Sustainability and Exploitation Plan

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Authors	Solida Tan (NUBB) Margaret Chan (UiTM
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Executive Summary

The Sustainability and Exploitation Plan presents a comprehensive roadmap for the enduring success of the program, encompassing key facets that drive growth and impact. It has been strategized after a SWOT analysis had been carried out on the Ind4.0 project. The plan covers strategies and action plans pertaining to the advancing faculty growth and expertise, cultivating a cadre of educators well-versed in innovative practices through collaboration of academic staff and industrial stakeholder.

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1.0 Introduction

The Ind4.0 project spans into 4 years with an extension of one year due to the unprecedented Covid19 pandemic which was declared at the very beginning of the project. This has caused the delay of the major component of the project that were the accreditation of the Master degree in the Higher Education Institutions of the Asian partners with some of the HEIs particularly in Malaysia due to the bureaucratic process laid down by the Malaysian Qualification Agency (MQA). During the Covid 19 pandemic, universities went through a vigorous exercise to review all the Master programmes when all learning institutions plunged into online mode of teaching and learning during the lockdown. From the lessons learned, it is pertinent to ensure sustainability of the major project's results through the appropriate exploitation planning exploring the continuation and further development of the Ind4.0 curriculum and its principal outputs. The established partnership between the European and Asian HEIs as well as other stakeholders during the project can continue to embrace and expand cooperation between HEIs and relevant industries beyond the project end date. This is particularly critical since there are a number of Asian HEIs who could only offer the Master programme after the end of the funded project duration as indicated in D4.1 Accreditation Report.

2. Sustainability and Exploitation Results

The project sustainability and exploitation template was made available for each partner to log in their activities throughout the project until the face-to-face Steering meeting on the 5 October 2023 is shown in Table 1.

The dissemination and exploitation activities for each partner were reported in Deliverable 6.1.

Table 1: Sustainability and Exploitation Report

No	WP	What result has been disseminated and exploited (Result)	IPR	Communication actions (How)	Action	Type of activity	Target group (To whom)	(When?)	Partner (By whom)	Number beneficery (Indicator)	Proof (website, photo..)	Impact &Sustain ability

3. SWOT Analysis

A SWOT analysis on the Master Programme on Ind4.0 project was conducted from the Deliverable 6.1. This became the guide to formulate the sustainability and exploitability plan which represent the blueprint of each partners to ensure the sustainability of the Master programmes developed in the Asian HEIs. The SWOT analysis outcome is shown in Figure 1.

STRENGTH	**WEAKNESS**
• Inaugural Master Programme in Ind4.0 in Asian partner countries • Consortium from East and West Partners with transnational collaboration enabling academic and student exchange • Holistic professional courses for lifelong learning • Online model for flexibility learning • Expertise in Industrial 4.0 • Industrial Collaboration to provide internship • Research Collaboration • Establishment of Excellent Lab co-funded by EU CHBE programme	• Lack of financial resources due to high investment • Timeliness of availability programme attributed to the tedious and lengthy processes of accreditation of Master programme • Insufficient time for promotion of new programme before funded project ends
OPPORTUNITIES	**THREAT**
• Industries transformation with advanced technology and Internet of Things (IoT) moving towards Ind4.0 • Meeting the needs of regional digital economy • Technical and soft skill competence and literacies requirement in IR4.0 • Increasing demand due to expanding employment • IR4.0 calls for education and training systems to develop highly skilled workforce	• Competition from other Higher Education Institutes • Rapid evolving advanced information technology and IoT information transitioning to IR5.0 • Dynamic Regional government policies and blueprint changes • High investment in labour and infrastructure

Figure 1: SWOT analysis of Master Programme in Ind4.0

4. Exploitation and Sustainability Grid

An Exploitation and Sustainability Grid was produce to chart the strategies from each partner which to be used as a guideline for conducting the activities after the funding end as shown in Table 2.

Table 2: Exploitation and Sustainability Grid

PARTNER	KEY EXPLOITATION RESULTS:	YOURS INTEREST IN THE EXPLOITATION	YOUR ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/ AUDIENCE
	This column contains the key exploitable results identified.	*Please indicate your level of interest in the exploitation of such results.*	*Please note that you are one of owners of the exploitable result if you contributed to its development. You are beneficiary partner if you are interested in exploiting a result produced by other partners.*	*Please explain how you intend to exploit such result.*	*Please describe your target sector of application, try to be as specific as possible in description.*	*Please describe the target users/clients/audience of your exploitation activity, trying to be as specific as possible.*

5. Exploitation and Sustainability Plan

Each partner specified its own exploitation plans to take advantage of both the knowledge acquired throughout the project and its tangible results matching the key strengths with opportunities to create capabilities that can be developed into competitive advantages.

5.1 P0 – UiTM (Universiti Teknologi MARA)

Table 3: Sustainability and Exploitation Plan of P01- UiTM

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY.	TARGET SECTOR	TARGET USERS/CLIENTS/ AUDIENCE
Master of Data Science (Industry 4.0) – offer in March 2024 with Provisional Accreditation					
Ind4.0 MSc Programme	Continuation and further development of the Ind4.0 curriculum and its principal outputs	Coordinator of programme as beneficiary partner	1. Obtain full accreditation for the programme 2. Conduct summer school with online training of programme for ASIAN and European partners students 3. Arrange collaborative teaching among course specialists through hybrid lectures 4. Design student mobility programme 5. Arrange staff mobility as visiting lecturers 6. Develop MicroCert programme	Industries trending to engagement/adoption of ICT and AI technology sectors, specifically companies and educational institutions adapting to or leading in Industry 4.0 transformations	The curriculum is designed for educators, industry professionals, and students aiming to bridge the current skills gap in the smart industry.

VET / Professional Courses	Continuation and further development Professional Programmes (TVET)	Coordinator of programme as beneficiary partner; Academic and industrial training provider	1. Impose registration fees after project life period 2. Register under Technical and Vocational Education and Training (TVET) programmes offered by the University 3. Register under Human Resource Human Development Fund for eligibility of claim for Industrial participants 4. Offer as pre-requisite programmes as entry to Master programme for students with Lower CGPAs or enrolment via APEL A and APEL Q Certificate 5. Updates of VLE features 6. Collaboration with EU academic staff and technicians, experts in online methods of course offers	Industries trending to engagement/adoption of ICT and AI technology sectors, specifically companies and educational institutions adapting to or leading in Industry 4.0 transformations	• Academic and staff • Managers, industry professors, Technicians for system administration • Potential Students

Ind4.0 VLE	Capacity Building in Higher or professional Education	Partnership with Consortium partners integrating digital education, leveraging the Industry 4.0 Virtual Learning Environment to offer accessible, advanced learning	Promoting the virtual platform as a tool for continuous lifelong learning independently	Educational institutions, tech companies, and any organization involved in training and upskilling employees for the digital transformation of Industry 4.0.	Students, educators, and industry professionals seeking flexible, innovative learning solutions to stay ahead in the rapidly evolving industrial landscape
ERASMUS+ Excellence Lab	Upgrading ERASMUS+ Resource and Learning Centre	Parking Equipment from ERASMUS+ project	1. Run MSc programmes and vocational training courses on Ind4.0 programmes 2. Acts as the foci for teaching and learning, research and innovation, consultancy, meeting or discussion, workshop and seminars with support from international cooperation projects based on multilateral partnerships between organisations active in the field of higher education. 3. Act as career centre in preparing students for	Educational institutions, tech companies, and any organization involved in training and upskilling employees for the digital transformation of Industry 4.0.	• Academic staff • Researchers • Students • Clients of Consultancy Projects

			applications or even interviews.		
The spread and growth of the established partnership between the European and Asian HEIs as well as other stakeholders that will be involved during the project	Skill and experience improvement	Research Collaboration	1. Signing Memorandum of Understanding/ Agreements 2. Joint research proposal and submission	Consortium of expertise in related areas	Consortium of expertise in related areas
Internship Programme	Expanding cooperation between HEIs and relevant Industry Entities	Programme Coordinator	1. Network with industries 2. Establish directory of Industry Stakeholders 2. Register companies for the internship 3.	Industries trending to engagement/adoption of ICT and AI technology sectors, specifically companies and educational institutions adapting to or leading in Industry 4.0 transformations	• Academic Staff • Students

Info Day	Creating awareness to attract potential students	Programme Coordinator	1. Conduct outreach programmes targeting the industry domain through the project's training component 2. Invite speakers and panel for discussions from industry and partner institutions of InD4.0 projects	Academic Institutions, Industry stakeholders	Undergraduates; Potential Students from Companies, government and private sectors

5.2 P02 – UTM (Universiti Teknologi Malaysia)

Table 4: Sustainability and Exploitation Plan of P02 - UTM

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY.	TARGET SECTOR	TARGET USERS/CLIENTS/ AUDIENCE
1.1 National/ International Student Intake	Capacity Building in Higher Education	Program owner/manager of MBA, content contribution and report writing	Promotion of new concentration of electives in Ind 4.0 (Manufacturing 4.0) to potential students via our AHIBS's website at https://business.utm.my/ upon the University's Senate approval on the new program.	Business and Manufacturing 4.0	Private companies, Governments and students

			Date of approval 26th January 2023.		
1.2 Seminar - Physical/Hybrid	Information to stakeholders and students in relevant fields	Organizer of the event and writing the report	Invite speakers and panel for discussions of Manufacturing 4.0. Under the banner of the ACT talk, Mr. Jan-Willem Middelburg, the Chief Executive Officer (CEO) of Cybiant and author of "Enterprise Big Data Framework," delivered an enlightening knowledge-sharing experience. In essence, the talk revolved around the intricate synergy between artificial intelligence, big data, and agile economics. It also covered how the convergence of AI and big data empowers efficiency of data collection, thereby enabling agile and data-driven decision-making and helps businesses to secure a competitive edge within today's fast-paced economic landscape.	Business and Manufacturing 4.0	Private companies, Governments and students Attendance: 120 MBA students and industry representatives

			The event was conducted on 8th July 2023		
2.0 Professional Courses in InD4.0	Capacity building for private sector	Coordinating the training	UTM has developed the course content for 2 VLE MOOC courses namely on 1: Digital Transformation & Business Model 2: HCI for Industry 4.0 The two courses are to be made available at https://vle.ind4-0-eu.my/courses	Business and Manufacturing 4.0	Private companies, Governments and students
3.0 Info Day through Meet and Mingle session with students Industrial Talks	Awareness Programme	Organizer of Seminar event and writing the report	Conducted Event on 7th October 2023 to introduce the program to students	Business and Manufacturing 4.0	Students from Companies, government and private sectors Attendance: 111 students
4.0 ERASMUS Lab Resources	Capacity Building in Higher Education	Erasmus+ Computer Lab for Students	**Lab Services:** The Lab equipment and software is supported by InD4.0 project is made available in Level 12 Menara Razak, UTM Kuala Lumpur meant for academics and students who studies in the master program This Lab is in our KL and has been completed in August 2023	Business and Manufacturing 4.0	Academics, Students, Private companies and Governments

			with a name “The ACT Lab”. The lab combines the 3 Erasmus CBHE grants namely FAB, ANGEL and Master in Ind 4.		

5.3 P03 – UniKL (Universiti Kuala Lumpur)

Table 5: Sustainability and Exploitation Plan of P03 - UniKL

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
1.0 Master of Science InD4.0					
1.1 National/ International Student Intake	Capacity Building in Higher Education	Organizer of the event, content contribution and report writing	Advertisement on Student Intake by the Marketing and Student Recruitment Division (MESRA), and Institute of Post Graduate Studies (IPS).	Business and Manufacturing	Private companies, governmental staff and students
1.2 Seminar - Physical/Hybrid	Information to stakeholders and students in relevant fields	Organizer of the event and writing the report	Invite speakers and panel for discussions from industry and partner institutions of InD4.0 projects	Business and Manufacturing	Private companies, governmental staff and students

2.0 Professional Courses in InD4.0	Capacity building for private sector	Coordinating the training	To promote courses and create network, vocational training at least 2-times a year. This will be done in collaboration with UniKL/ Campus Centre for Advancement & Continuing Education (ACE). This activity will approach new companies to present the VET programmes, with the intentions of seeking potential internship and other collaborations.	Business and Manufacturing	Private companies and graduate students
3.0 Info Events/ Industrial Talks	Awareness Programme	Coordinators and organisers	This will be done through Marketing roadshows and online programmes, as well as Conferences organized by UniKL MIIT.	Business and Manufacturing	Private companies and graduate students
4.0 ERASMUS Lab Resources	Capacity Building in Higher Education	Program owner/manager, content contribution and report writing	The Lab equipment and software supported by InD4.0 project could be used students who study in the master program.	Business and Manufacturing	Private companies, Governments and students

5.4 P04 – UHST

Table 6: Sustainability and Exploitation Plan of P04 - UHST

5.5 P05 – NUBB (National University of Battambang)

Table 7: Sustainability and Exploitation Plan of P05 - NUBB

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE.
Seminar on integration of technology on master curricula	Information to stakeholders and students in the relevant fields of business	Organizer of the event and writing the report	News release through NUBB media and project media including website, Facebook, telegram and TV channel	Business and agriculture	Private companies, governmental staffs, and students
VET on ICT in agriculture and natural resource management	Capacity building on private sector	Coordinating the training	News release through NUBB media and project media including website, Facebook,	Agriculture and natural resource management	Private companies and graduate students

			telegram, and TV channel		

5.6 P06 – MCU (National University of Mean Chey)

Table 8: Sustainability and Exploitation Plan of P06 - MCU

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Orientation on TVET Training	Provide benefit of TVET and Course outline	Organize orientation	Publish poster throughout partner and social media	Student in Faculty Agriculture and Science and Technology Work with TVET in Provincial	Student in faculty, School and public and private
Working with Faculty of Agriculture integrate Ind4.0 course to Curriculum	High	Partner implement	Presentation course Ind4.O and develop Curriculum	University	Faculty/Student
Public and Private Partnership	High	Organization , private company, and government	Meeting/Discussion on partnership in industry 4.0	Government, Private company	Government Staff, Staff Experience in industry

5.7 P0 – MoEYS

Table 9: Sustainability and Exploitation Plan of P07 - MoEYS

5.8 P08 – Unsyiah (Universitas Unsyiah Kuala)

Table 10: Sustainability and Exploitation Plan of P08 - Unsyiah

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Master Degree in Industry 4.0					
Student admission	Capacity building in Higher Education	Curriculum development dissemination and assessment	Advertisement of Programme through website, event/workshop, and social media.	Management level and IT employee/practitioner with 2-5 year's experience	Government employees, IT practitioners and fresh graduate students
Double Degree prospect	Capacity building in Higher Education	Institution cooperation and collaboration	MoU and double degree programme proposal with University in Europe	Fresh graduate students and researcher	Fresh graduated students and researchers

Industrial and Governmental partnership	Capacity building in private sector	Project grants, project partnership, internship, cooperation, and collaboration.	MoU, study visit, grants proposal, partnership agreement, and internship programme.	Industrial sector implementing Industry 4.0, government ministry, local government organization implementing Industry 4.0	Government staffs, industrial practitioners, and researchers.
Research Equipment availability	Skill and experience improvement	Organizing and utilize research equipment	Internship, workshop, capstone project, training, and Industry engagement	Industry, Government, and Research Facility	Government staffs, industrial practitioners, and researchers.
Industrial Talk Series	Knowledge sharing and collaboration between academic, industry, government and community.	Organizing event, coordination, and managing Industry 4.0 ecosystem	Webinar, workshop, conference, guest talk, and discussion. Social media engagement related to Industry 4.0 development.	Industry, Government, Community, and Research Facility	Government staffs, industrial practitioners, experts, and researchers.

5.9 P09 – USU (Universitas Sumatera Utara)

Table 11: Sustainability and Exploitation Plan of P09 - USU

KEY EXPLOITATION RESULTS	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE.
Increased Number of Students	High	Organizing the open day and dissemination plan	Industrial Visit and Arranging Academic Partnership Agreement	Industry	Employee of the local industry and State-owned enterprise
High Accreditation	High	Organizing the paperwork's for the ministry and the accreditation board	Improving the curriculum quality by improving lecturers' expertise through training	Academic	Prospective Lecturers suitable with the program
Relevant Curriculum	High	Designing the relevant curriculum as required by the accreditation board	Arranging focus group discussion to improve the curriculum quality and relevance	Academic	USU's Curriculum Board
Industrial Partnership	High	Organizing the meeting with industrial partners	Arranging MoU, study visit, proposing grants to the national government partnering with the industry	Industry	Students who will carry internships

5.10 P10 – HOU (Hellenic Open University)

Table 12: Sustainability and Exploitation Plan of P10 - HOU

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
1.1 Report on similar curricula in Europe	HOU is keen to enhance its international academic collaboration and reputation by sharing its specialized curricula, benefiting from reciprocal knowledge exchange	Content contribution and report writing	We plan to integrate insights from the report into our own curriculum development, improving course offerings and fostering partnerships with other academic and industry leaders.	The primary sectors targeted include educational institutions seeking modernization, technology-focused industries, and organizations involved in higher education policymaking	The report is intended for academic peers, industry stakeholders in the technology sector, and policymakers aiming to align educational outcomes with Industry 4.0 demands
Ind4.0 MSc Programme / VET Courses	HOU is eager to establish a pioneering role in shaping Industry 4.0 education globally, enhancing our	Programme designer	We aim to adopt and adapt the Industry 4.0 curriculum in our educational offerings, ensuring	This curriculum primarily targets the engineering and technology sectors, specifically	The curriculum is designed for educators, industry professionals, and students in engineering and technology fields, aiming to bridge the current skills gap in the smart industry.

	curriculum with cutting-edge practices		our students are industry-ready and our academic standards are globally competitive	companies and educational institutions adapting to or leading in Industry 4.0 transformations	
Ind4.0 VLE	Provider of educational content	HOU is committed to being at the forefront of digital education, leveraging the Industry 4.0 Virtual Learning Environment to offer accessible, advanced learning	We will exploit this virtual platform by integrating it into our curriculum, offering blended learning options, and promoting it as a tool for continuous professional development	The target sectors are educational institutions, tech companies, and any organization involved in training and upskilling employees for the digital transformation of Industry 4.0.	The primary audience includes students, educators, and industry professionals seeking flexible, innovative learning solutions to stay ahead in the rapidly evolving industrial landscape
Handbook on curricula development & ECTS/ESG	Content contribution and report writing	A vital resource for aligning our curricula with international standards and enhancing our educational methodologies.	We intend to utilize the Handbook as a guide for curriculum development, accreditation processes, and as a training tool for	This handbook is targeted towards higher education institutions, accreditation bodies, and curriculum developers	The primary audience encompasses academic administrators, faculty members, and policy makers dedicated to curriculum innovation and quality assurance in education

			faculty on ECTS/ESG standards	interested in adopting European standards	

5.11 P11 – USGM (Guglielmo Marconi University)

Table 13: Sustainability and Exploitation Plan of P11 - USGM

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Mutual Agreement	It is relevant for academic staff; the project outcomes address pressing issues and challenges within an IND4.0 field. The Project has the potential for significant impact; it attracts higher levels of interest from stakeholders.	Beneficiary partner	News release through USGM dissemination channels including website, newsletter and social media.	Academia and Industry Community	Faculty members, educators, stakeholders in Industry 4.0, and representatives from the public sector.

	It aligns with USGM Priorities and goals.				
Local Dissemination Events - USIA International Project - Fabbrica Intelligente national event	IND 4.0 is relevant for USGM and Network members' academic staff, Industry stakeholders. The project outcomes address pressing issues and challenges within an IND4.0 field. It aligns with USGM Priorities and goals.	Beneficiary partner	News release through USGM dissemination channels including website, newsletter, and social media.	Academia and Industry Community	Faculty members, educators, stakeholders in Industry 4.0, and representatives from the public sector.
Curriculum development-preparation of a IND 4.0 Master at USGM(2025)	It aligns with USGM academic Priorities, vision and goals.	Beneficiary partner	Internal Meetings	Academia and Industry Community	Faculty members, educators, stakeholders in Industry 4.0, and representatives from the public sector.

5.12 P12 – Sapienza (University of Sapienza)

Table 14: Sustainability and Exploitation Plan of P12 - Sapienza

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Mutual Agreement	Capacity building in Higher Education	Initiating and coordinating the agreement for institution cooperation and collaboration	News release through SAPIENZA including website, newsletter and social media.	Academic level and students/practitioners	Academic staff, Industry 4.0 related R&D industrial partners, undergraduate, graduate and postgraduate students.
Bilateral Student Exchange Agreement	Capacity building in Higher Education	Initiating and coordinating the agreement for institution cooperation and collaboration	News release through SAPIENZA including website, newsletter and social media.	Students	Undergraduate and graduate students.
Industrial and Governmental partnership	Capacity building in private sector	Project grants, project partnership, cooperation and collaboration.	Grants proposal, partnership agreement, and internship programme.	Industrial sector implementing Industry 4.0, government ministry, local government organization implementing Industry 4.0	Industrial practitioners and researchers, staff in industry related sectors within governmental and national level
Industrial Talk Series	Knowledge sharing and collaboration between academic, industry, government and community.	Organizing event, coordination, and managing Industry 4.0 ecosystem	SAPIENZA workshops with related Capacity Building projects in the Higher Education, industrial	Industry, students, academic staff Community, and Research Facility	Industrial practitioners, experts and researchers, academic and administrative staff and interested stakeholders on the industrial field

			conference, guest talk, and discussion. Social media engagement related to Industry 4.0 development.		
Curriculum development	Information to academic stuff involved in Msc in smart agriculture	Organizer of the event and writing the report	News release through SAPIENZA including website, newsletter and social media.	Academic Stuff	Academic stuff, experts and researchers involved in the MSc

5.13 P13 – AMC (Metropolitan College, Athens)

Table 15: Sustainability and Exploitation Plan of P13 - AMC

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Master Degree in Industry 4.0					
Student admission	Capacity building in Higher Education	Curriculum development dissemination and assessment	Advertisement of Programme through website and social media.	Administration and academic level and students/practit	Administrative and academic staff, Industry 4.0 related practitioners and fresh graduate students

				ioner in the relevant field	
Double Degree prospect	Capacity building in Higher Education	Institution cooperation and collaboration	Double degree programme proposal with other EU and Asian Universities	Fresh graduate students and researchers	Fresh graduated students and reseachers
Industrial and Governmental partnership	Capacity building in private sector	Project grants, project partnership, cooperation and collaboration.	Grants proposal, partnership agreement, and internship programme.	Industrial sector implementing Industry 4.0, government ministry, local government organization implementing Industry 4.0	Industrial practitioners and researchers, staff in industry related sectors within governmental and national level
Industrial Talk Series	Knowledge sharing and collaboration between academic, industry, government and community.	Organizing event, coordination, and managing Industry 4.0 ecosystem	Metropolitan College workshops with related Capacity Building projects in the Higher Education, industrial conference, guest talk, and discussion. Social media engagement	Industry, students, academic staff Community, and Research Facility	Industrial practitioners, experts and researchers, academic and administrative staff of the College and interested stakeholders on the industrial field

			related to Industry 4.0 development.		

5.14 P014 – Skybridge

Table 16: Sustainability and Exploitation Plan of P014 - Skybridge

5.15 P016 – BKCon (Industry Consultancy)

Table 17: Sustainability and Exploitation Plan of P16 - BKCon

KEY EXPLOITATION RESULTS:	INTEREST IN THE EXPLOITATION	ROLE IN THE EXPLOITATION	EXPLOITATION STRATEGY	TARGET SECTOR	TARGET USERS/CLIENTS/AUDIENCE
Covering Industry 4.0 Skill gap	High	Owner of Exploitable result	Website and social media posts	Companies, local industry in Brandenburg/Lausitz	Companies with a need for new industrial developments who themselves are unable to create educational materials to train their employees
Relevant and transferrable VET to University Curriculum	High	Beneficiary partner	Presentation through cooperation network such as EVBB	VET institutions and Universities	VET institutions training students would benefit from the transferable credits between EQUAVET and ECTS credits which where the basis of the curricula created
Relevant and transferrable VET	High	Beneficiary Partner	Indirectly through VET	VET Students	VET students who will benefit from proper exploitation of these

to University Curriculum			providers/institutions		results by VET institutions in our network