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Deliverable 6.3

Final Exploitation Strategy

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Final Exploitation Strategy

DELIVERABLE TYPE	MONTH AND DATE OF DELIVERY
Report	M24, 31st May 2024

WORK PACKAGE	LEADER
WP 6	LOBA

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Programme	Grant Agreement Number	Duration	Start
Horizon	101060742	36 Months	1 June 2022

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Revision History

VERSION	DATE	REVIEWER	MODIFICATIONS
0.1	26/04/2024	All Partners	A first draft version was shared to collect partners' additional feedback
0.2	24/05/2024	QPLAN	Complete draft version submitted for quality review
1.0	27/05/2024	CIVITTA	The final version was submitted to the EC

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Table of Abbreviations and Acronyms

Abbreviation	Meaning
BG	Background
CA	Consortium Agreement
CC	Creative Commons
CoP	Community of Practice
EC	European Commission
EPC	European Patent Convention
ER	Exploitable Results
EM	Exploitation Manager
EU	European Union
GA	Grant Agreement
IP	Intellectual Property
IPR	Intellectual Property Rights
KER	Key Exploitable Result
SWOT Analysis	"Strengths, Weaknesses, Opportunities, Threats" Analysis
TBD	To be determined
WIPO	World Intellectual Property Organisation
WP	Work Package
NDA	Non-Disclosure Agreement

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1 Executive Summary

In the context of BioGov.net, the management of innovation and Intellectual Property Rights (IPR) is crucial for effectively exploiting the project's results beyond its end. Therefore, the partners of BioGov.net have strategically underpinned the implementation of BioGov.net with a tailored strategy and methodology for IP management, carefully planning and working towards exploitation and sustainability. Along these lines, this report is elaborated as the final version of the Exploitation and Sustainability Strategy of BioGov.net providing an overview of the project's Innovation and IPR Management strategy as well as the methodology and results of its application by this stage of implementation.

In particular, the report sheds light on the objectives of IP management in the framework of BioGov.net, presenting an overview of key concepts and terms to create better awareness amongst the consortium. At the same time, it lays down the main components of our strategy and methodology in this respect before ultimately, describing the results of our work, in terms of Background as well as Key Exploitable Results (KERs) identified so far by the partners. The outline of BioGov.net's KERs is presented in this report together with the partners' updated plans and actions for post-project exploitation. In particular, specific exploitation plans were crafted and fine-tuned per partner and each identified KER, including target groups that stand to benefit from their use, key exploitation routes, necessary protection measures, as well as actions required for advancing the exploitation readiness and potential of each KER by the end of the project and beyond.

The report on Exploitation and Sustainability has been further developed and refined as the project has progressed. The initial version, which was included in Deliverable 6.1 in Month 6, has now been updated to reflect the final outcomes of the consortium's exploitation plan. This final version, due in Month 24 (May 2024), serves as a comprehensive guide for the post-project exploitation of BioGov.net's key exploitable results. Since the project is still ongoing for up to 36 months, any new key exploitable results (KERs) identified during the remaining project duration or any exploitation route changes before the project concludes, will be included as an updated table of KERs in the final Deliverable 1.3: Project Coordination and Management, scheduled for completion in Month 36.

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2 Introduction

The development of meaningful project results that can sustainably be exploited beyond the end of the grant is a priority and a commitment of BioGov.net's partners. To this end, Intellectual Property (IP) management plays a key role and underpins the implementation of BioGov.net throughout its course, paving the way for the smooth exploitation of its results.

Our approach to Exploitation has been updated to incorporate novelties and strategic shifts related to IP management in the context of projects funded under the European Union's Framework Programmes for Research and Innovation. In particular, our work considers: (i) the existing guide "Your Guide to IP in Horizon 2020", since the tips and recommendations it provides remain valid and helpful for Horizon Europe projects; (ii) the new guide "Your Guide to Intellectual Property Management in Horizon Europe" which focuses on Horizon Europe collaborative projects; and (iii) the guide "Successful Valorisation of Knowledge and Research Results in Horizon Europe", which explains how to boost the impact of a project through effective communication, dissemination, and exploitation.

With these in mind, this report presents the final version of BioGov.net's Exploitation Strategy, which builds on the previous version and summarises the work of the consortium towards planning for the exploitation of results by this final stage of implementation (updating the list of key exploitable results, reflect the result of discussions and decisions on the exploitation plans of each KER, etc.).

Along these lines, the document comprises the following sections:

- **Section 2** provides an overview of IP management in the context of BioGov.net, defining objectives and clarifying key concepts and terms (including IP protection measures).
- **Section 3** outlines the IP management strategy of the project and its underlying stages of applications during the different stages of BioGov.net's implementation.
- **Section 4** introduces the methodology and tools used to capture the Background and key exploitable results of BioGov.net, as well as to craft an exploitation plan for each one.
- **Section 5** offers an updated overview of BioGov.net's Background and Key Exploitable Results (KERs) along with a brief description of each one.
- **Section 6** describes the exploitation plans crafted per KER, including the actions that are currently foreseen as necessary for the KERs to be effectively exploited.
- **Section 7** outlines the individual exploitation plan set out by each of the members of the BioGov.net consortium at this stage of the project.
- **Section 8**. Finally, this report concludes with the next steps foreseen in the context of the project towards the exploitation of its KERs.

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The methodology of BioGov.net for exploitation and sustainability builds on know-how, tools, and templates that were developed internally by Q-PLAN as well as on good practices from the literature (such as guides developed by the IPR Helpdesk for H2020 and Horizon Europe). As in previous EU-funded projects, tailored modifications to the methodology were implemented for BioGov.net as well, to comply with the conditions of the Grant Agreement (GA) and the particularities of the project. Along these lines, this deliverable presents the adjusted methodology as it was further developed and applied in BioGov.net as well as presents the results from its application during the project.

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3 Objectives and Key Concepts Overview

The following subsections aim to set the objectives of the IPR management strategy as well as to clarify the main terms concerning the key elements of IPR management, which represent the principal aspects of the IPR management procedures of the project.

3.1 Objectives

The overall purpose of BioGov.net's IP management is to appropriately protect all the results that (will) stem from the project during its life span, and handle and manage them effectively, ensuring exploitation and dissemination of Key Exploitable Results (KERs).

To this end, the main objectives of the Exploitation and Sustainability Plan are to:

- develop a common understanding among BioGov.net's partners concerning key terms and issues revolving around IP, Background, KERs as well as access rights.
- assess and conceptualise a strategy along with a framework for managing IP that can be employed for each identified KER of BioGov.net.
- establish common guiding routes and actions within the consortium to safeguard the smooth implementation of IP management.
- describe the IP management methodology to be followed within the context of BioGov.net for the identification and exploitation of results.

In this section, we start by providing definitions and key information on important terms and issues with an eye on developing a shared understanding among BioGov.net's partners. We also facilitate the protection of IP stemming from BioGov.net by providing helpful information on available protection measures and relevant concepts.

3.2 Key Concepts Overview

In general, the key concepts to consider for designing the Innovation and IPR management strategy of HORIZON EUROPE projects are the following:

- Background
- Results and ownership of results
- Key exploitable results
- Access rights and rights to use

Therefore, the following subsections aim to clarify the main terms concerning the key elements of IPR management, which represent key aspects of the IPR management procedures of the project.

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3.2.1 Background and Access Rights to Background

Background means any data, know-how, or information — whatever its form or nature (tangible or intangible), including any rights such as intellectual property rights — that is: (a) held by the beneficiaries before they acceded to the Consortium Agreement and (b) needed to implement the action or exploit the results[1].

According to BioGov.net's Consortium Agreement (CA), the background needed to carry out the project activities must be accessible to the other project partners on a **royalty-free basis** unless otherwise agreed previously. All project partners must identify the background pertinent to the project actions and grant the respective access rights[2]. The background is determined and agreed upon within the CA after the internal evaluation of pre-existing knowledge. During the project, partners can add background if needed after they give written notice to the other partners and if the Steering Committee approves the addition[3].

3.2.2 Results and Ownership of Results

Result means any tangible or intangible effect of the action, such as data, know-how, or information, whatever its form or nature, whether or not it can be protected, as well as any rights attached to it, including intellectual property rights[4].

According to BioGov.net's Grant Agreement (GA), project results are owned by the partners that generate them. Given the collaborative nature of the project, some results can be jointly developed by several partners. In this case, joint ownership can arise among the contributing partners, with the share of each joint owner and the terms of the exercise of their joint ownership agreed upon between the involved parties[5]. In principle, each joint owner can use their jointly owned results (i) for non-commercial research and teaching activities on a royalty-free basis or (ii) for other exploitation purposes after providing fair and reasonable compensation to the remaining joint owners[6]. Partners may establish a separate joint ownership agreement to define the allocation and terms of exercising their ownership[7].

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[1] See Article 16, "Intellectual property rights (IPR) — background and results —access rights and rights of use", in the Terms and Conditions of the BioGov.net Grant Agreement

[2] See Attachment 1 in the Consortium Agreement for a detailed description of the BioGov.net background and the access rights granted in principle for the consortium.

[3] See Section 9.3, "Access Rights for Implementation", of the BioGov.net Consortium Agreement

[4] See Article 16, "Intellectual property rights (IPR) — background and results —access rights and rights of use", in the Terms and Conditions of the BioGov.net Grant Agreement

[5] See "Intellectual property rights (IPR) — background and results — access rights and rights of use (— article 16)" in Annex 5 of the BioGov.net Grant Agreement

[6] See Section 8, "Results", of the BioGov.net Consortium Agreement

[7] See "Intellectual property rights (IPR) — background and results — access rights and rights of use (— article 16)" in Annex 5 of the BioGov.net Grant Agreement

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3.2.3 Key Exploitable Results

Overall, exploitation refers to using a result produced in an EU project in further activities (other than those covered by the project), such as performing other research activities or developing, creating, and marketing a product, process, or service[8]. Among the various results generated and which could potentially be exploited, some are distinguished as KERs.

> **Key Exploitable Result (KER)** is an identified main interesting result, which has been selected and prioritised due to its high potential to be "exploited" – meaning to make use and derive benefits- downstream the value chain of a product, process, or solution, or act as an important input to policy, further research or education[9].

Usually, there are many results as project outcomes, and the purpose is to distinguish the few KERs, meaning those that can really "make a difference"[10]. Selecting and prioritising results as KER can be based on the degree of innovation, exploitability, and impact potential[11].

3.2.4 Access Rights and Rights of Use

Access rights refer to rights to use the project results or background[12]. They are required if carrying out some project tasks or exploiting the results would be impossible without them (or if project implementation would be significantly delayed or require significant additional financial or human resources)[13]. The granting of access rights within a collaborative Horizon Europe project follows specific rules pre-defined in the GA and the CA. Depending on their purpose of use, access rights within BioGov.net can be depicted in the following table.

Table 1: Access Rights

Purpose for Access	Access to Background (Article 16 in Annex 5 of BioGov.net's GA)	Access to Results (Article 16 in Annex 5 of BioGov.net's GA)
Project Implementation	• Royalty-free • Unless otherwise agreed by participants before accession to the GA	Royalty-free

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[8] Funding & tender opportunities, Glossary, https://ec.europa.eu/info/funding-tenders/opportunities/portal/screen/support/glossary

[9] European IP Helpdesk, Introducing the Horizon Results Platform and Horizon Results Platform TV, Horizon Results Platform, Bulletin No. 4 – Horizon Europe, https://intellectual-property-helpdesk.ec.europa.eu/system/files/2022-02/HEU%20Results%20platform.pdf

[10] EU Science and Innovation (2023), Horizon Results Platform: Opportunities for ERC Beneficiaries, https://www.youtube.com/live/MA9k6j9zWBs?si=1Fghc4_ysmFJcD77&t=767

[11] European IP Helpdesk, Introducing the Horizon Results Platform and Horizon Results Platform TV, Horizon Results Platform, Bulletin No. 4 – Horizon Europe, https://intellectual-property-helpdesk.ec.europa.eu/system/files/2022-02/HEU%20Results%20platform.pdf

[12] European Commission (2023), AGA — Annotated Grant Agreement: V1.0 DRAFT, EU Grants, EUFunding Programmes 2021-2027, https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/common/guidance/aga_en.pdf

[13] See Section 1, "Definitions", of the BioGov.net Consortium Agreement

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Exploitation of Own Results	• Subject to individual agreement • Granted under fair and reasonable conditions

The European Commission (EC) does not own the results produced under BioGov.net. However, for policy, information, communication, dissemination, and publicity purposes, the EC has the right to use non-sensitive information and other materials and documents relating to the project, such as deliverables, pictures, or audio-visual material, on a royalty-free basis, both during the project implementation and afterward[14].

3.3 Protection of Results

When considering IP protection, it must be noted that IP can be protected by several types of IPR, and consequently, the most appropriate protection strategy must be chosen. The selection of the most suitable form of IP protection depends on the nature and specific characteristics of the results under consideration and the objectives of the IP owner.

A few key terms concerning IP protection are the following.

- Copyrights and Creative Commons licenses;
- Non-disclosure and confidentiality agreements;
- Trade and service marks;
- Trade secrets;
- Patents and utility models;
- Industrial designs.

Short definitions and key elements of these terms are provided in the following subsections.

3.3.1 Copyrights and Creative Commons Licenses

Copyright

Copyright (or author's right) is the term used to describe the rights that creators have over their literary, scientific, and artistic works[15].

An exhaustive list encompassing works eligible for copyright protection does not exist. Nevertheless, there are typically several types of works internationally recognised and covered by copyright, including the following[16]:

- literary works such as novels, poems, plays, newspaper articles;

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[14] See Article 16, "Intellectual property rights (IPR) — background and results —access rights and rights of use", in the Terms and Conditions of the BioGov.net Grant Agreement

[15] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[16] Same as above

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- computer programs, databases;
- films, musical compositions, and choreographies;
- artistic works such as paintings, drawings, photographs, and sculptures;
- architecture; and
- advertisements, maps, and technical drawings.

According to the European IP Helpdesk, in the European Union, copyright protection is automatically granted upon creating a work without the need for registration or other formalities. While registration is not a prerequisite for establishing the right, it can prove beneficial in certain situations, such as resolving disputes over ownership or creation and facilitating financial transactions. In practice, including a copyright notice on the work is common, such as "all rights reserved" or the symbol © along with the year of creation. This informs others about the existence of copyright, reducing the likelihood of infringement.

Copyright encompasses both economic and moral rights. Economic rights empower right holders to control the use of their works, allowing them to sell or license the works to others. Meanwhile, moral rights include the author's right to claim authorship and object to any distortion or mutilation of their work. These dual aspects of copyright provide a comprehensive framework for authors to protect their creative endeavours.[17]

Creative Commons Licenses

The Creative Commons (CC) licenses are a free, simple, and standardised way that every person and organisation in the world can use to grant copyright permissions for creative and academic works. They are free of charge and do not require creators or other rights holders to register with Creative Commons organisation to assign a CC license to their work[18].

According to Creative Commons, CC licenses are copyright licenses and depend on the existence of a copyright to work. Also, as they are built on copyright, CC licenses work worldwide and last as long as applicable copyright lasts. In practice:

- creators who want to preserve their copyright and make their work available to the public for limited kinds of uses shall consider using CC licenses;
- instead, if they want to reserve all of their rights under copyright law, they should not use CC licenses[19].

In November 2013, CC published the version 4.0 license suite. These licenses are briefly presented in the following table.

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[17] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[18] Creative Commons (2023), Frequently Asked Questions, https://creativecommons.org/faq/#what-is-creative-commons-and-what-do-you-do

[19] Same as above

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Table 2: The most up-to-date licenses offered by CC

License buttons	Description of the license
	Attribution (CC BY). This license lets others distribute, remix, adapt, and build upon your work, even commercially, as long as they credit you for the original creation. This is the most accommodating of licenses offered and recommended for maximum dissemination and use of licensed materials.
	Attribution-ShareAlike (CC BY-SA). This license lets others remix, adapt, and build upon your work, even for commercial purposes, as long as they credit you and license their new creations under identical terms. This license is often compared to "copyleft" free and open-source software licenses. All new works based on yours will carry the same license, so any derivatives will also allow commercial use. This is the license used by Wikipedia and is recommended for materials that would benefit from incorporating content from Wikipedia and similarly licensed projects.
	Attribution-NoDerivs (CC BY-ND). This license lets others reuse the work for any purpose, including commercially; however, it cannot be shared with others in adapted form, and credit must be provided to you.
	Attribution-NonCommercial (CC BY-NC). This license lets others remix, adapt, and build upon your work non-commercially, and although their new works must also acknowledge you and be non-commercial, they don't have to license their derivative works on the same terms.
	Attribution-NonCommercial-Share-Alike (CC BY-NC-SA). This license lets others remix, adapt, and build upon your work non-commercially as long as they credit you and license their new creations under identical terms.
	Attribution-NonCommercial-NoDerivs (CC BY-NC-ND). This license is the most restrictive of our six main licenses, only allowing others to download your works and share them with others as long as they credit you, but they can't change them in any way or use them commercially.
Source: Creative Commons. About CC Licenses. https://creativecommons.org/share-your-work/cclicenses/	

The CC buttons (i.e., the pictures in the first column of the table above) are a shorthand way to convey the basic permissions associated with material offered under CC licenses. Creators and owners who apply CC licenses to their material can download and apply those buttons to communicate the permissions granted in advance to users[20].

Deliverable authors and other result creators can simply mark their work with a statement such as "**This work is licensed under the Creative Commons** [mention which license you wish to apply to your work from the table above] **license**. Or they can insert the applicable license buttons with the same statement[21].

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[20] Creative Commons (2023), Frequently Asked Questions, https://creativecommons.org/faq/#what-is-creative-commons-and-what-do-you-do

[21] Creative Commons, About Cc Licenses, https://creativecommons.org/share-your-work/cclicenses/

3.3.2 Non-disclosure and Confidentiality Agreements

Non-disclosure agreements (NDAs) are legally enforceable agreements between parties that are used to ensure that certain information will remain confidential[22].

NDAs are often used to protect trade secrets (such as know-how), client lists, and financial data in business settings. Similar to NDAs, Confidentiality Agreements aim to ensure that information will remain confidential as well. However, they are typically devised in employment or personal situations instead[23]. In any case, the subject of an NDA or a Confidentiality Agreement, is legally protected and can only be a piece of information that is (i) not known by the public, (ii) not already known by the receiving party, and (iii) not made public in ways other than breaking the confidentiality rules[24`].

In collaborative projects, such as BioGov.net, maintaining confidentiality is important for organisations involved, from the initial setup of the project to the stages of implementation and exploitation[25]. For this reason, BioGov.net's CA foresees that, throughout the project and for five years after its end, partners will uphold the confidentiality of any data, documents, or other materials deemed confidential in connection to the project's execution[26].

Trademarks

A trademark is an exclusive right over the use of a sign concerning the goods and services for which it is registered. Trademarks consist of signs capable of distinguishing the products (either goods or services) of a trader from those of others[27].

According to the World Intellectual Property Organization (WIPO), a trademark can comprise a single word, a group of words, letters, or numbers. It can also include drawings, symbols, three-dimensional aspects like the shape and packaging of products, or even specific colours used to stand out. There are countless possibilities for what a trademark can be[28]. A trademark owner can stop others from using similar signs for the same or related products and/or services unless they get permission first[29].

To protect a trademark in a specific country or region, you can do so by registering it. This involves submitting an application to the relevant national or regional trademark

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[22] Thomson Reuters (2022), 4 things you should know about non-disclosure agreements, https://legal.thomsonreuters.com/en/insights/articles/4-things-to-know-about-non-disclosure-agreements

[23] Bloomberg Law (2023), Confidentiality and Nondisclosure Agreements Explained, https://pro.bloomberglaw.com/brief/confidentiality-and-non-disclosure-agreements-explained/

[24] European Commission (2020), Your guide to IP and contracts – Stay ahead of the innovation game, Executive Agency for Small and Medium-sized Enterprises, Publications Office, https://data.europa.eu/doi/10.2826/607724

[25] European IP Helpdesk, Non-Disclosure Agreement (Template), www.horizon-europe.gouv.fr/sites/default/files/2021-12/one-way-non-disclosure-agreement-5143.pdf

[26] Section 10, "Non-disclosure of information", of the BioGov.net Consortium Agreement

[27] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[28] WIPO, Trademarks, https://www.wipo.int/trademarks/en/

[29] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

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office and paying the necessary fees[30]. At the EU level, you can obtain an EU trademark (EUTM) at the European Union Intellectual Property Office (EUIPO)[31].

Trade Secrets

Trade secrets can be considered any confidential business information providing a competitive advantage to an enterprise. The information must be secret (meaning that it is not generally known), have commercial value due to its secrecy, and have been subject to reasonable measures to keep it secret[32].

A broad spectrum of information qualifies for protection as a trade secret. This encompasses diverse categories, ranging from the know-how and technical knowledge to business and commercial data like customer lists, business plans, recipes, or manufacturing processes. **[33]**

According to WIPO, various measures are employed to safeguard a trade secret. These can involve securely storing confidential information, entering into NDAs when discussing trade secrets with business partners, and incorporating non-disclosure clauses into various agreements such as employment agreements and consortium agreements. This is particularly important in situations where the exchange of confidential information is highly likely or deemed necessary. If someone who has to keep information secret shares it without permission, it's considered a violation of the agreement. In such instances, the trade secret holder can pursue remedies for the breach.[34]

3.3.3 Patents and Utility Models

A **patent** is an exclusive right granted to protect inventions (products or processes) that offer a new technical solution or facilitate a new way of doing something[35].

According to the European IP Helpdesk, the patent holder is granted the exclusive right to prevent third parties from commercially exploiting the invention for a limited time. In exchange, the patent holder is obligated to disclose the details of the invention in the patent application, making it public knowledge. Permission for others to use the invention can be granted through a mutually agreed-upon arrangement, known as a patent licensing agreement. Alternatively, the patent owner has the option to sell the patent, transferring ownership to another entity.[36]

Overall, according to WIPO, patent rights are applicable and enforceable within the geographical boundaries of the country or region where they are officially registered.

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[30] WIPO, Trademarks, https://www.wipo.int/trademarks/en/

[31] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[32] Same as above

[33] Same as above

[34] WIPO, Frequently Asked Questions: Trade Secrets, https://www.wipo.int/tradesecrets/en/tradesecrets_faqs.html

[35] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[36] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

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Upon the expiration of a patent, the protection it provides ceases, and the invention becomes part of the public domain. Subsequently, the invention becomes available for commercial exploitation by others, free of charge.[37]

Similar to a patent, a Utility Model grants an exclusive right for the protection of an invention. The criteria for obtaining a utility model are less strict than patents, and the associated fees for acquiring and sustaining a utility model are typically more affordable. Additionally, the duration of the protection granted to a utility model is shorter than that afforded to a patent[38].

3.3.4 Industrial Designs

An industrial design is the outward appearance of the whole or part of a product resulting from the features of, in particular, the lines, contours, colours, shape, texture, and/or materials of the product itself and/or its ornamentation[39].

According to WIPO, industrial designs are used on many different products, ranging from packages and containers to furniture, household items, jewellery, electronics, and textiles. Essentially, if someone has a registered industrial design, they can stop others from making, selling, or bringing in products that look very similar to the protected design, especially when these actions are done for business purposes[40].

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[37] WIPO, Frequently Asked Questions: Patents, https://www.wipo.int/patents/en/faq_patents.html

[38] European Commission (2019), Your guide to IP in Europe, Publications Office, Executive Agency for Small and Medium-sized Enterprises, https://data.europa.eu/doi/10.2826/94924

[39] Same as above

[40] WIPO, Industrial Designs, https://www.wipo.int/designs/en/

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4 Strategy

The **strategy** for Intellectual Property (IP) management we employ in BioGov.net is founded on the **6 pillars of IP management in Horizon Europe[41]** (as depicted in the figure included below), to address the diverse IP issues that typically arise at different stages of a collaborative Horizon Europe project (from its start, over to its end and beyond).

Figure 1: The pillars on which BioGov.net's IP management strategy is founded.

1   **IP used:** Identify access and usage rights for preexisting and 3rd party IP

2   **IP created:** Capture results, agree on owners, who manages and how

3   **IP assessment:** Assess potential for commercial and research exploitation

4   **IP protection:** Decide on protection measures, the what, when and who

5   **IP dissemination and exploitation:** Plan dissemination and exploitation routes

6   **IP post project management:** Maintain protection, manage agreements and costs

Source: European Commission (2022), Webinar: IP Management in Collaborative Horizon Europe projects

At the start of the project, it is crucial to identify and agree on which existing IP is to be shared among partners and under what terms and conditions (Background), for use during the project (implementation) and after its end (exploitation) if needed (Pillar 1: IP used).

As the project progresses, the results born from its implementation need to be captured and defined, while decisions are to be made about the owners that will be managing them (Pillar 2: IP created). Along the way, the exploitability potential of the results for commercial or research applications is assessed to identify key exploitable results (Pillar 3: IP assessment) as well as appropriate measures for their protection (Pillar 4: IP protection).

Towards the end of the project, as the final results of the project become available and planning of exploitation routes becomes more important, our strategy focuses on fine-tuning dedicated action plans for exploitation (with alternative pathways if needed) towards the long-term sustainability of the project's results (Pillar 5: IP dissemination and exploitation).

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[41] European Commission (2022), Webinar: IP Management in collaborative Horizon Europe projects, https://ec.europa.eu/info/funding-tenders/opportunities/docs/2021-2027/horizon/other/events/20210609/4_ip-management-in-collab-horizon-projects_en.pptx

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The exploitation plans consider the period after the end of the project by design, including any requirements for continuing to disseminate and/or exploit results identified at that time as well as any potential IP transfers or agreements (Pillar 6: IP post-project management).

Along these lines, BioGov.net's IP management strategy lays out a comprehensive **framework** that distinguishes the **IP management processes** across the following stages:

- **GA preparation stage;**
- **Project implementation stage;**
- **Post-project stage.**

The following figure provides a more illustrative overview of the different IP management stages, as they are considered within the framework of BioGov.net's respective strategy.

Figure 2: BioGov.net's IP Management Stages
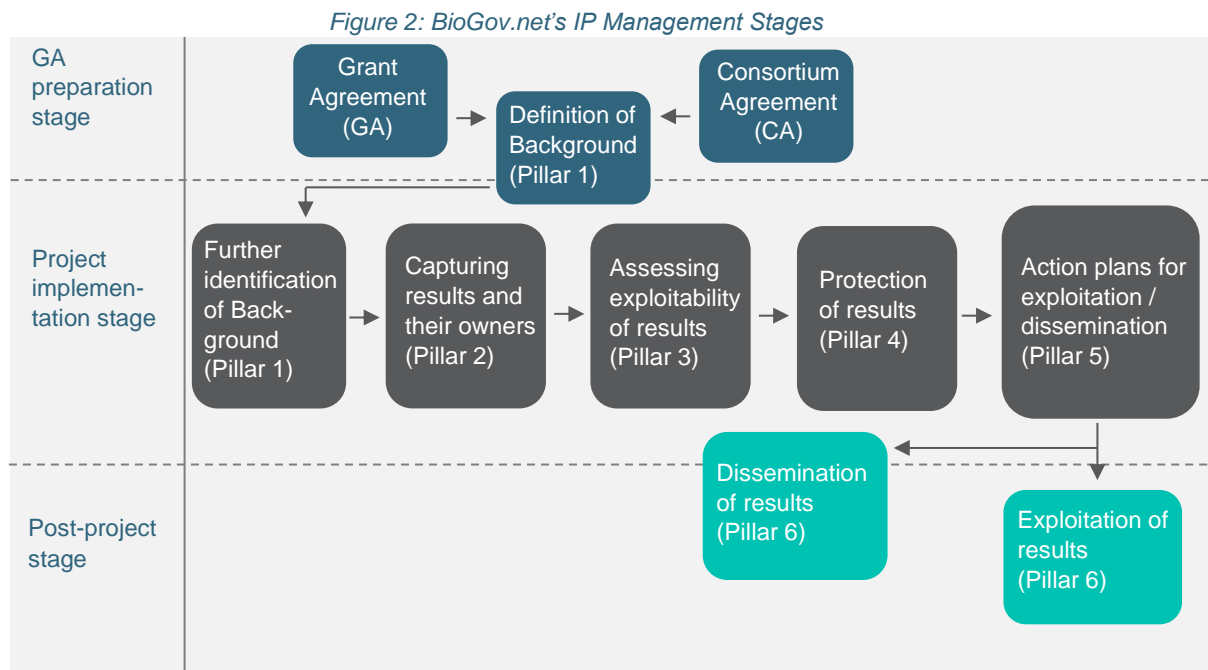
More details about these stages are presented in the sub-sections that follow.

4.1 Grant Agreement Preparation Stage

Both **the Grant Agreement (GA) and the Consortium Agreement (CA) constitute documents that describe several issues related to Intellectual Property Rights (IPR)**. Their provisions are a reference point for IPR issues, underpinning the implementation of our IP management strategy. Any further advancements regarding IPR actions put in place by partners will be facilitated under the underlying provisions of the GA and the CA.

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4.1.1 Grant Agreement

The GA constitutes a contract that sets out the key rules and conditions of the project and is conducted between the EC and the partners of BioGov.net [42]. It represents the main contractual basis for BioGov.net, while its main points and sections referring to IPR are included in **Section 2 "Rules for carrying out the action"**[43]. Under this scheme, the management of the BioGov.net IP is regulated, whereas access rights and obligations related to the background are set. In addition, the GA defines issues concerning the ownership and protection of the project's generated results, as well as their exploitation and dissemination. Finally, transferability and access rights to results are also defined in BioGov.net's GA.

4.1.2 Consortium Agreement

The CA constitutes a contract among the partners of the BioGov.net consortium, which defines rights and obligations during the partnership to carry out the activities foreseen by the project[44]. The CA minimises the probability of later disputes as it provides rules and responsibilities during the project as well as defines the access rights to be granted to the partners concerning the project. In addition, rights and responsibilities are outlined among the consortium members concerning IP issues.

The main points and respective sections of BioGov.net's CA which refer to IPR are included in:

- **Section 8 "Results",** which sets out key provisions on ownership and joint ownership of results, as well as on their transfer and dissemination.
- **Section 9 "Access Rights" clarifies the principles governing access rights for implementation as well as for exploitation and dissemination purposes. It also states specific provisions for access rights to software.**
- **Attachment 1 "Background included"** presents an initial list of usable Background.

4.2 Project Implementation Stage

During the implementation stage of BioGov.net, IP handling procedures are foreseen to be applied among partners to organise the sound management of the project's results. As the implementation of the project advances, the focus shifts from capturing and assessing the exploitability of the results to **defining Key Exploitable Results (KERs)** and agreeing on their owners and protection measures. Ultimately, the focus is placed on putting in place and working towards suitable **action plans for exploitation and dissemination**.

Along the way, BioGov.net's IPR management emphasizes the establishment of robust handling procedures for IPR issues that are of strategic importance to the project to facilitate the exploitation of its KERs. Therefore, partners should focus on two different points:

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[42] See the respective section of the IPR helpdesk glossary for a definition of Grant Agreement

[43] See Article 16, "Intellectual property rights (IPR) — background and results —access rights and rights of use", in the Terms and Conditions of the BioGov.net Grant Agreement

[44] See the respective section of the IPR helpdesk glossary for a definition of Consortium Agreement.

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- **Providing access rights to their knowledge** that is needed for other partners to carry out their work on the project.
- **Establishing procedures for the early identification of key exploitable results** to timely design action plans for protecting and exploiting them.

In this respect, the following sub-sections cover key IP-related issues that are addressed by the IP management strategy of BioGov.net during the implementation stage.

4.2.1 Further Identification of Background

Partners may **identify, if necessary, further essential knowledge, know-how, or data** complementary to those outlined in the CA, which may need to be added to the Background of the project. The Background can be attached to the results of the project, which, eventually, will help to determine access rights, ownership, and protection measures.

4.2.2 Capturing Results, Assessing Exploitability and Defining Owners

A core process of BioGov.net's IP management strategy is effectively capturing the results of the project and carefully assessing their exploitability, all to create a concrete mapping of the project's KERs, with the potential to enhance BioGov.net's IP portfolio, along with the owner(s) of each one. Thus, all **valuable IP stemming from BioGov.net must be identified, listed, named, described, and analysed systematically**.

To this end, all partners are asked to elaborate further on the provisions of the CA with regard to the results born from their work in the context of the project and their ownership (through BioGov.net's IPR management tools, as described in Section 4 of this report). Overall, **KERs are owned by the beneficiary(-ies) that generate them**. Due to the strong collaborative work that Horizon Europe projects entail, typically two or more partners may jointly contribute to the creation of an individual result. Thus, in the framework of our strategy, **special attention is being paid to handling joint ownership issues**.

Information regarding the ownership of KERs needs to be reported to the EC by the end of the project. In particular, partners are required to elaborate a "**Results Ownership List**" and include it within the final (periodic) report of the project[45]. This list will include all identified KERs of the project and indicate which partner(s) is ultimately responsible for protecting, exploiting, and, by extension, managing, each one beyond the end of the project[46].

4.2.3 Protection of Results

Effective exploitation of the new knowledge developed within the frame of BioGov.net requires the **protection of the project's KERs**. Thus, each partner must carefully

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[45] See Annex 5 "Specific Rules" of the BioGov.net Grant Agreement and in particular the Section "Intellectual Property Rights – Background and Results – Access Rights and Rights of Use (Article 16)"

[46] Scherer, J., Weber, S., Alveen, P. et al. (2022), European IP Helpdesk – Successful valorisation of knowledge and research results in Horizon Europe – Boosting the impact of your project through effective communication, dissemination and exploitation, European Commission, European Innovation Council and SMEs Executive Agency, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/437645

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examine the possibility of protecting its KER(s) and must adequately protect them across an appropriate **period** and with proper **territorial coverage** if: **(i)** the KER can reasonably be expected to be commercially or industrially exploited; and **(ii)** protecting the KER is possible, reasonable as well as justified (given the circumstances at the time of the decision)[47].

In this respect, when considering IP protection for the KER(s) they own, BioGov.net's **partners must consider their interests along with the interests of the entire consortium**. Partners must safeguard the identified KER(s) with adequate protection measures, which will offer a decent protection period within a suitable geographical territory. The following table indicatively illustrates protection instruments that may be applied to various subjects.

Table 3: Indicative Protection of Results

Subject Matter	Copyright	Trademark	Trade secret	Patent	Industrial design
Promotional and advertising material	X				
Scientific articles and technical reports	X				
Computer software, databases	X				
Appearance of technical devices					X
Design of product packaging					X
Company or technology logo		X			
Client lists			X		
Business plans			X		
Industrial processes			X	X	
New technologies			X	X	

Overall, IP protection constitutes a tool to create value through the licensing, sale, or commercialisation of IP in the form of products and services. Moreover, its utilisation is vital for prospective commercial or industrial exploitation as it can contribute to supporting the branding of products and services both to customers and investors.

The decision on whether to seek protection for intellectual property rights is made before deciding whether or not to publish results. For instance, when aiming at patent protection, research results can only be published after the patent application has been filed. Therefore, the protection of research results and their commercial exploitation is promoted[48].

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[47] European Commission (2022), Webinar: IP Management in collaborative Horizon Europe projects, http://tinyurl.com/mrykuafu

[48] Scherer, J., Weber, S., Alveen, P. et al. (2022), European IP Helpdesk – Successful valorisation of knowledge and research results in Horizon Europe – Boosting the impact of your project through effective

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4.2.4 Exploitation of Results

BioGov.net's KER(s) will be effectively exploited for research, commercial, or other relevant uses. In particular, partners will seek to find and seize exploitation opportunities of the project's results in: (i) further research activities, (ii) developing, creating, or marketing a product or process, (iii) creating and providing a service, (iv) using them in standardisation activities or other use scenarios such as to inform policy or for educational purposes.

Along these lines, following the successive phases of identifying and assessing results as well as defining owners and protection measures, further actions will run, including:

- **Outlining potential exploitation routes** foreseen for each of BioGov.net's KERs beyond the end of the project.
- **Elaborating BioGov.net's Exploitation and Sustainability Plan** to serve as the road map for exploitation actions.

All project partners <u>are obliged</u> to take measures to ensure the exploitation of their KER(s) up to four years after the completion of the project[49]. Exploitation may occur directly or indirectly by another legal entity (e.g., through transfer and licensing of results). As formalised in the GA, "*If, despite a beneficiary's best efforts, the results are not exploited within one year after the end of the action, the beneficiaries must (unless otherwise agreed in writing with the granting authority) use the Horizon Results Platform to find interested parties to exploit the results*"[50]. The Horizon Results Platform is hosted at the Funding &Tenders Portal of the EC. It is a free tool that partners can use to disseminate their KER to targeted users and seize opportunities for exploitation through successful matchmaking.

4.2.5 Dissemination of Results

BioGov.net's partners are set to select appropriate means for the dissemination of the project's KERs (e.g., scientific publications, publication on websites, conferences, open access, etc.), according to the conditions outlined in the GA and the CA[51], as well as to any confidentiality agreements that might arise to maintain confidentiality during and after the project. In this context, **all partners should be aware that they should first ensure the protection of a project's KER and then proceed to dissemination actions of the underlying result**.

Overall, BioGov.net follows the **"Open Science"** approach, taking any steps required to spread knowledge as soon as it is available using digital and collaborative technology. Open access to research data follows the principle "*as open as possible, as closed as*

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communication, dissemination and exploitation, European Commission, European Innovation Council and SMEs Executive Agency, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/437645

[49] European Commission (2022), European Innovation Council and SMEs Executive Agency, Your guide to intellectual property management in Horizon Europe, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/409260

[50] See Annex 5 "Specific Rules" of the BioGov.net Grant Agreement and in particular the Section "Intellectual Property Rights – Background and Results – Access Rights and Rights of Use (Article 16)"

[51] See Section 8.5, "Dissemination", of the BioGov.net Consortium Agreement

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necessary"[52]. Thus, partners make their scientific publications and data available with open access. They may decide not to provide open access to research data only if it goes against their legitimate interests or for other justified reasons (e.g., confidentiality or security concerns). In such a case, a justification is included in the BioGov.net Data Management Plan[53].

4.3 Post Project Stage

Dissemination and exploitation of KER(s) take place even after the project ends. Thus, **BioGov.net's IP management continues after the end of the project**, for example, to protect KERs (if needed), and manage any agreements related to IP (e.g., licences) or potential costs and revenue sharing. In preparation for the post-project stage, the BioGov.net consortium will:

- **Discuss and agree on (joint) exploitation strategies and pathways**. As some of the KERs are built on the combined knowledge of several partners, partners work on shared strategies for managing, protecting, and exploiting them.
- **Look at possible IP ownership arrangements and related responsibilities** (e.g., on maintenance costs). This requires the definition of the relative contributions of joint owners.
- **Explore, if needed, potential agreements (e.g., licensing) and remuneration options** for the use of IP stemming from BioGov.net and choose what fits better to the circumstances.[54]

With the above in mind, this final version of the project's Exploitation and Sustainability Strategy provides the final outline of the use that the BioGov.net consortium intends to make of its KERs along with the respective action plans and timeframe for exploitation. This includes any further activities aimed at the dissemination, use, and sustainability of BioGov.net's KERs, along with any findings concerning IP issues. As a result, the deliverable envisages our final strategy for exploitation, management of IPR, and sustainability, including also any selected commercialisation pathways if applicable. At this point, it is important to state that this Final Exploitation Strategy is delivered in M24 of the project, while the project extends to M36. Any new KER identified or any exploitation route altered will be included as a specific table in the final D1.3 Project Coordination and Management deliverable (due M36) as an addendum to this Strategy (D6.3).

Finally, **if there is any request from the EC, partners will have to report their progress towards exploiting their KERs, including any needs or obstacles they may have faced after the end of the project**. Such a request may come two years after

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[52] European Commission, Directorate-General for Research and Innovation (2024), Open Science, https://research-and-innovation.ec.europa.eu/strategy/strategy-2020-2024/our-digital-future/open-science_en

[53] Scherer, J., Weber, S., Alveen, P. et al. (2022), European IP Helpdesk – Successful valorisation of knowledge and research results in Horizon Europe – Boosting the impact of your project through effective communication, dissemination and exploitation, European Commission, European Innovation Council and SMEs Executive Agency, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/437645

[54] European Commission, European Innovation Council and SMEs Executive Agency (2022), Your guide to intellectual property management in Horizon Europe, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/409260

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the end of BioGov.net, and the requested information may be asked in the form of a structured questionnaire incorporated into the System for Grant Management (SyGMa) of the EC[55].

4.4 Main roles

The IP management strategy of the project constitutes an integral priority for BioGov.net's management structure. **Roles, with clear responsibilities and expected contributions**, have been established to put in place a continuous IP monitoring mechanism that can help ensure that IP information is reliable and timely captured, along with tailored procedures under which newly generated/ identified KERs are handled within the lifespan of BioGov.net.

The key roles established in this context are concisely outlined below.

Exploitation Manager

The **Exploitation Manager (EM) of BioGov.net leads the definition, implementation, monitoring, and fine-tuning of the project's IPR management strategy**, ensuring that novel knowledge and results that arise during the project are properly assessed and managed.

In this framework, the EM is responsible for screening any newly identified KERs and handling any corresponding IP issues that may arise during the project's lifespan. To this end, the EM directs partners to commonly establish the most adequate and efficient exploitation route(s) based on the nature of their KERs and the purposes of the BioGov.net consortium concerning their exploitation. This includes a **crucial mediation role in case of IP conflicts**, guiding involved partners to find mutually agreeable solutions (including written agreements whenever necessary) and always in line with the provisions of BioGov.net's CA (see Article 11.8 of the CA).

Along the way, the EM closely cooperates with the Project Coordinator and the Steering Committee across the duration of the project to exchange information born from advancing project activities and to determine adequate handling and protection of KERs. Finally, the EM coordinates the **development of the project's Exploitation and Sustainability Plan**, including the elaboration of the respective deliverables (initial and updates).

All partners

Efficient management of IP in BioGov.net is achieved through the adoption of a participatory process, based on which **all partners are actively contributing to the timely identification and assessment of the IP being born from their work** under the framework of the project.

Along these lines, **each partner is responsible for**: **(i)** identifying the IP they are bringing as Background for the implementation of the project and/or exploitation of its results; **(ii)** capturing and assessing the exploitability of the results stemming from their work in the project; **(iii)** protecting their results when meaningful; and ultimately **(iv)** safeguarding their exploitation by identifying and taking any necessary actions during or

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[55] European Commission, European Innovation Council and SMEs Executive Agency (2022), Your guide to intellectual property management in Horizon Europe, Publications Office of the European Union, https://data.europa.eu/doi/10.2826/409260

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after the project (e.g. deciding on ownership issues, making any needed IP agreements, maintaining protection measures, etc.).

It is good practice for **partners to inform and consult with the EM** before deciding whether to protect a KER stemming from their activities or not – particularly if the partner is considering a potential joint IP scheme. **Should Work Package Leaders identify a new result generated under their respective Work Package, the EM must be informed**.

To facilitate the implementation of our IP management strategy, while supporting each partner to carry out their role in its framework, a dedicated methodology with respective tools has been customised for use in BioGov.net, as outlined in the section that follows.

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5 Methodology

5.1 Outline of Methodological Steps and Tools

The implementation of BioGov.net's IP management strategy is realised through the utilisation of a tailored methodology along with a suite of IPR management tools that aim at supporting all partners of the project to identify, protect and manage their Key Exploitable Results (KERs) in a way that paves the way for successful exploitation beyond the end of the project.

In particular, our **methodology** is aligned with the different IP management stages of our strategy and can be broken down into **4 distinct but interconnected steps,** as follows:

- **Step 1**: Identify any further background required for implementation or exploitation.

- **Step 2**: Assess project results and define KERs along with their owners.

- **Step 3**: Outline exploitation routes for KERs and decide on protection measures.

- **Step 4**: Craft action plans for exploitation (and commercialisation, if applicable).

In order to allow for the implementation of these methodological steps, the tools employed by partners in the context of BioGov.net encompass (in brief) the following:

- **Background identification/modification form**, which is to be used by partners in order to notify the Exploitation Manager in the case that they identify any further Background required for implementation or exploitation of results as well as in the case that modifications to any already identified own Background need to take place.

- **Exploitability assessment and planning templates**, that partners can employ in order to capture and convey key information required for assessing the exploitability of the results stemming from their work in the project as well as to outline owners with their contributions, appropriate protection measures, and potential exploitation routes.

An initial application of our methodology has already been completed with the results outlined in the initial version of BioGov.net's Exploitation and Sustainability Plan. From then on and up to this stage of the project, the objective of our methodology was to **re-iterate the application of our IPR management tools with a view**: **(i)** to update the list of the project's KERs, ensuring that any access rights required (either for implementation or exploitation) are all in place; as well as **(ii)** to fine-tune the initially crafted exploitation routes and action plans, taking into account the latest developments of the project. The results of this new iteration are outlined in this Final version of the Exploitation and Sustainability Strategy, as well as our plans for their exploitation (e.g. ownership amongst project partners, IP agreements, or further actions required for making the KERs ready for exploitation, etc.).

With that in mind, the structure of our methodological tools along with the data that each one is designed to capture is concisely outlined in the sub-sections of this report that follow below.

5.2 Background Identification/Modification Form

In this context of BioGov.net's IP management methodology, the background identification/modification form (see table below) is designed to **collect crucial information about the Background of partners**, **beyond what is documented and agreed in the CA** of the project. In particular, the form serves a dual purpose as it can be used to: (i) identify any additional Background, on top of the Background already identified in the CA, along with its specific restrictions and/or conditions for implementation/exploitation; and (ii) to modify any previously identified Background and its respective restrictions and/or conditions if applicable.

Table 4: Background identification/modification form

Owner(s)	
Description	
Specific restrictions and/or conditions for implementation[56]	
Specific restrictions and/or conditions for exploitation[57]	
Connected Key Exploitable Result(s)	

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[56] Article 16.4 Grant Agreement "Specific rules on IPR, results and background" and its Annex 5, Section "Access rights to results and background", sub-section "Access rights to background and results for implementing the Action."

[57] Article 16.4 Grant Agreement "Specific rules on IPR, results and background" and its Annex 5, Section "Access rights to results and background", sub-section "Access rights to background and results for implementing the Action."

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To this end, the form calls partners to identify the owner of the Background, provide a concise description of the Background as well as to specify any restrictions and/or conditions for the use of the Background by the other partners for implementation or the exploitation of results. A direct reference to any connected KERs is also required if relevant. The form is completed on an ad hoc basis, when the need arises during the project, and is provided to the EM. The EM will then assess the proper course of action, following the relevant provisions of the project's CA and in cooperation with the proper management bodies of the consortium.

The **Background required for the implementation and exploitation of BioGov.net's results**, as identified by project partners by M24, is **outlined in Section 5** of this report. The background identification/modification form is included in its Annex (see Annex I).

5.3 Exploitability Assessment and Planning Templates

The exploitability assessment and planning templates of our IP management methodology are designed to **facilitate the work of the partners that are required to identify the KERs of the project as well as to carefully plan and act towards their sustainable post-project use** (be it for research, commercial or other use) during and after the end of BioGov.net. They are accordingly comprised of templates dedicated to exploitability assessment of results, exploitation planning per KER, and exploitation planning per partner, as described below.

Exploitability assessment template

The exploitability assessment template aims at supporting partners in identifying and **assessing the exploitation potential and readiness of results**, while also pinpointing and elaborating on **key aspects of exploitation and IP**, as depicted in the table below.

Table 5: Exploitability Assessment Template

Brief description	
Creators and relevant background (if applicable)	
Intended users and expected benefits	
Intended exploitation route(s)	

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IP protection measures	

In particular, besides a brief description of the KER identified, partners are also required to reflect on the following aspects which are important for the exploitation of the result at hand:

- **Creators and relevant background** (if applicable): The partners that were principally involved in the development of the key exploitable result are captured here and, if possible, the way each one contributed to this end. If applicable, any background used to create the key exploitable result along with its owner is recorded here too.

- **Intended users and expected benefits**: The main stakeholder groups that are expected to use the key exploitable result are listed in this part of the template. This includes consortium partners as well as external stakeholders if applicable (such as SMEs, corporates, research institutes, public authorities, citizens, etc.). Partners are also asked to describe why each of the aforementioned groups is expected to use the key exploitable result, highlighting the benefits to be derived from its use.

- **Intended exploitation route(s)**: This part of the template captures the main exploitation route foreseen for the key exploitable result along with any alternatives if applicable (e.g. exploitation in future research projects, commercialization, open access dissemination, etc.). Attention is given (to the degree possible depending on the stage of the project) to how the key exploitable result will be provided to its target users (where they will find it, how they will access it, under what terms, etc.).

- **IP protection measures**: Partners are asked to define in this part of the template the measure considered (or measures if alternatives are to be considered) to protect the key exploitable result as well as the rationale behind their selection(s).

The main partner responsible for each KER is tasked with the completion of this template (in cooperation with other partners contributing to the creation of the specific result), which serves as the basis for discussing, agreeing, and ultimately defining the exploitation plan for each KER of the project, along with the necessary actions required to make it a reality.

Exploitation planning per KER template

The purpose of the exploitation planning template in the framework of our IP management methodology is to lay out a roadmap for exploitation with concrete actions and a specific timeline for each KER, guiding all involved partners on the road to their selected exploitation route(s). An outline of the exploitation planning template is depicted in the table that follows.

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Table 6: Exploitation Planning per KER Template

Action	What?	By Whom?	When?

This template calls for partners to consider and document the main points that need to be addressed to **ensure that BioGov.net's KER(s) are ready and on the way for exploitation**. These points may include **key dimensions** ranging from **ownership** (e.g. decision on owners and/or terms of use for each involved partner, preparation of IP agreements) and **IPR** (such as the selection of proper protection measures and the preparation for any applications needed) over to the **actions needed to advance the exploitation readiness and prospect** of the KER (e.g. development, testing and/or validation, design of business model or plan). Such actions may also pertain to the **definition of appropriate dissemination measures** (such as finding a proper repository for the longer-term accessibility of the KER) as well as the **exploration of different alternatives for exploitation** (e.g. discussing and aligning with other consortium partners or organisations outside of the consortium for licensing or transferring the result, agreeing on costs sharing) if applicable for the chosen exploitation route of the KER.

For each of the identified points, partners are required to define the actions that need to take place in order to address them and advance towards their exploitation route as well as which partner needs to take action and by what time, creating a **clear (joint) action plan** to this end. The completion of the template for each KER is led by the main partner responsible for the respective KER and implemented in cooperation with other partners of the consortium contributing to the creation of the KER with guidance from the EM when needed.

Exploitation planning per partner template

The third and final template of our exploitability assessment and planning template package (see table below), aims at outlining the **individual exploitation plan of each BioGov.net partner**, identifying which of BioGov.net's KERs will fit in this context and how, while also facilitating the identification of potential synergies and joint exploitation pathways at the same time.

Table 7: Exploitation Planning per Partner Template

< Insert Partner Short Name >	KER of main interest: KER1, KER2, …, KERX

Along these lines, through this template, each partner is required to indicate the project's **KERs that are of main interest** to their organisation in terms of exploitation and/or dissemination beyond the end of BioGov.net. Moreover, they are asked to provide a concise **narrative that elaborates on how the exploitation routes of their selected KERs align and will be integrated within the current or future trajectory of their work**. With that in mind, this template is completed by each partner (starting with information from the GA if available) and is **gradually enriched and fine-tuned as the project progresses** to deliver the final individual exploitation plan of each partner by the end of BioGov.net.

The **KERs of BioGov.net** which were identified via the applications of our methodology and tools by this stage of the project, are **presented in Section 5**, while at the same time, the **exploitation plans crafted per KER and partner are outlined in Sections 6 and 7** respectively. The respective templates are annexed to this report (Annex II).

6 Background and Key Exploitable Results

6.1 Overview of BioGov.net's Identified Background

The Background required for the implementation of BioGov.net and/or the exploitation of its results, as it has been identified by partners by this stage of the project, is presented in the following table.

Table 8: Identified Background of BioGov.net

No	Owner	Brief description	Specific restrictions and/or conditions for implementation	Specific restrictions and/or conditions for exploitation	Connected KER
1	FVA	"European Bioeconomy Network" database and mailing lists.	Will be used for project activities by FVA, but will not be shared among partners.	Will be used for the project's activities by FVA, but will not be subject to further exploitation by the consortium.	Comunities of Practices
2	FVA	"European Bioeconomy Network" website, knowledge and partnership.	Will be used for project activities by FVA.	Will be used for the project's activities by FVA, but will not be subject to further exploitation by the consortium.	Comunities of Practices
3	FVA	Biovoices social media channels.	Will not be directly used by the project, but can be deployed for joint activities and initiatives with BioGov.net social media channels.	Will not be directly used by the project, but can be deployed for joint activities and initiatives with BioGov.net social media channels.	N/A
4	FVA	The BIOArt Gallery is a collection of stunning pictures of the most promising feedstock and its related bioeconomy	Will be used for project activities by FVA.	Will be used for project's activities by FVA, but will not be subject	N/A

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#	Partner	Description			
		applications in everyday life. It offers an innovative approach to showcasing to the public some examples of bio-based products and applications currently available in the market through several examples: cosmetics, nutraceuticals, tissues, toys and sports, disposable tableware, cleaning products, gadgets, and much more.		to further exploitation by the consortium.	
5	FVA	The Bioeconomy Village is a collection of more than 350 bio-based products and aims at raising public awareness, improving knowledge on bio-based products and promoting the applications and benefits of the circular bioeconomy and sustainability, encouraging dialogue, discussion, and sharing between the general public and representatives of universities, research centers, projects, companies, associations, and start-ups.	Will be used for project activities by FVA.	Will be used for project's activities by FVA, but will not be subject to further exploitation by the consortium.	N/A
6	FVA	A book for kids written for children aged 5-8 to raise awareness of the sustainable and circular bioeconomy, and bio-based products. Available in 12 languages, the book communicates scientifically sound contents easily and comprehensively to children and their families.	Can be used in accordance with regulations for copyrighted work in the context of the project.	Can be used in accordance with regulations for copyrighted work but will not be subject to further exploitation by the consortium.	N/A

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7	FVA	FVA Database of contacts in the bioeconomy sector.	Will be used by FVA for the project's activities, but not shared with the partners.	Will be used for project's activities by FVA, but will not be subject to further exploitation by the consortium.	Communities of Practices
8	UNIBO	T2Bio Task 3.3 – Future skills for Bioeconomy - Co-creation workshops Guidelines. Guidelines for collection of skills for bioeconomy developed in transition2bio.	Will be used by UNIBO. If necessary Confidentiality agreements will be signed with each partner.	Not envisaged.	N/A
9	UNIBO	BIOBEC D1.1 – Report on European and regional analysis of the needs, opportunities, and expectations of the bio-based education/training model. Framework and survey from BIOBEC.	Will be used by UNIBO.	Not envisaged.	N/A
10	UNIBO	T2BIO D1.2 - Conceptual framework of the awareness, communication, and education toolkits – update. Framework and guidelines on different aspects of communication and training.	Will be used by UNIBO.	Not envisaged.	N/A
11	WILA	"Netzwerk Grüne Arbeitswelt" (Network Green Employment) database with job profiles, actors, etc. Since the beginning of 2018, the "Green Working World Network" - with the support of the National Climate Initiative of the Federal Ministry for the Environment, the Wissenschaftsladen Bonn e.V., the Zeitbild Foundation and UnternehmensGrün e.V. are active to unite all	Will be used for project activities by WILA, but will not be shared among partners. (GDPR).	Further exploitation will be discussed with the network coordinator.	N/A

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		those who are committed to securing skilled workers and career guidance in the green working world. https://gruene-arbeitswelt.de/.			
12	WILA	WILA Database of local/regional contacts in the bioeconomy sector. From a project for networking schools and sustainable employers in NRW.	Will be used for project activities by WILA, but will not be shared among partners. (GDPR).	Will be used for the project's activities by WILA, but will not be subject to further exploitation by the consortium.	N/A
13	WILA	Co-creation guidebook. Translated with www.DeepL.com/Translator (free version).	Can be used in accordance with regulations for copyrighted work in the context of the project.	Not envisaged.	N/A
14	WILA	Outreach & Engagement Guidebook (BLOOM) and Stakeholder Consultation Guidelines (Allthings.bioPRO). A guidebook with activities implemented by the Bloom bioeconomy hubs.	Can be used in accordance with regulations for copyrighted work in the context of the project.	Not envisaged.	N/A
15	WILA	Suitcase with samples of products of biobased products and accompanying brochure. See content here: https://bloom-bioeconomy.eu/repository/bioeconomy-suitcase-leaflet/. Each BLOOM partner has one suitcase to be lent to e.g., schools.	Might be used for the project's activities as a demonstrator by WILA. Copyright.	Not envisaged.	N/A
16	WILA	BLOOM and Allthings.bioPRO social media. Both projects have set up their social media channels.	Will not be directly used by the project, but can be deployed for joint activities and initiatives with BioGov.net	Not envisaged.	N/A

			social media channels.		
17	WILA	Serious game and mobile applications to channel citizens' voices to the bio-based industries. The serious game is the main outcome of the Allthings.bioPRO project, addressing four missions 'textiles', 'food packaging', 'kids and schools', and 'jobs and careers'.	Will not be directly used by the project, but can be deployed as a demonstrator for joint activities and initiatives with BioGov.net. Copyright.	Not envisaged.	N/A
18	WILA	Videos etc. produces during the projects BLOOM and Allthings.bioPRO.	Can be used in accordance with regulations for copyrighted work in the context of the project.	Not envisaged.	N/A
19	WILA	11 BLOOM Schoolboxes. Created by European School Net (EUN), consisting of a set of learning scenarios combining bioeconomy into science, technology, engineering, and mathematics (STEM) subjects.	Can be used in accordance with regulations for copyrighted work in the context of the project.	Not envisaged.	N/A
20	CIVITTA	CIVITTA client database of biosystem counterparts in the bioeconomy and education sector.	Will be used by CIVITTA for the project´s activities, but not shared with the partners. Confidentiality Agreement.	Will be used for the project's activities by CIVITTA, but will not be subject to further exploitation by the consortium.	N/A
21	CIVITTA	Biosectors market overviews and competitive mapping.	Will be used by CIVITTA for the inputs to the Deliverables (cited, if applicable), but not shared with the partners to their full extent.	Will be used for the project's activities by CIVITTA, but will not be subject to further exploitation	N/A

			Confidentiality Agreement.	by the consortium.	
22	LOBA	National coordinator in Portugal of the Climate PACT. Contacts of ambassadors of the PACT in Portugal.	Will be used as multipliers to share the project results, for building the regional communities of practice, and for participation in events. GDPR Confidentiality.	Will be used for the scope of the project only.	Communities of Practices
23	AVANS	Avans created 5 MOOCs that can be found at: https://www.coebbe.nl/en/academy/mooc/ Besides that, the website of the CoE BBE hosts multiple short movies, partly in Dutch, and partly in English: https://www.bing.com/videos/search?q=youtube+coebbe&qpvt=youtube+coebbe&FORM=VDRE.	Can be used in accordance with regulations for copyrighted work in the context of the project.	Will be used for project's activities by Avans, but will not be subject to further exploitation by the consortium.	N/A
24	BTG	BTG Database of contacts in the bioeconomy sector.	Will be used by BTG for the project's activities, but not shared with the partners.	Will be used for the project's activities by BTG, but will not be subject to further exploitation by the consortium.	N/A
25	BTG	AlltThingsBio social media channels (used in both BioCannDo and Allthings.bioPRO.	Will not be directly used by the project, but can be deployed for joint activities and initiatives with BioGov.net social media channels.	N/A	N/A
26	BTG	Informative quizzes, factsheets, and similar materials (developed and used in InnProBio, BioCannDo, RoadToBio, and Allthings.bioPRO).	Can be used by regulations for copyrighted work in the context of the project.	N/A	N/A

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27	BTG	Serious game and mobile applications to channel citizens' voices to the bio-based industries. The serious game is the main outcome of the Allthings.bioPRO project, addressing four missions 'textiles', 'food packaging', 'kids and schools', and 'jobs and careers'.	Will not be directly used by the project but can be deployed as a demonstrator for joint activities and initiatives with BioGov.net.	N/A	N/A
28	ART	BioEast Thematic Working Group on Bioeconomy Education. A network of Bioeconomy Education Actors in the CEE macro-region including Educators and actors from the Public Administration.	Will be used for project activities by ART It can also be partially shared among partners.	Will be used for the project's activities by ART, but will not be subject to further exploitation by the consortium.	CoPs
29	ART	Thematic Study on Bioeconomy Education conducted and coordinated by the BioEast HUB CR comprising structural and operational data on Bioeconomy Education in the CEE region.	Will be used for project activities by ART It can also be partially shared among partners.	Will be used for the project's activities by ART, but will not be subject to further exploitation by the consortium.	CoPs
30	ART	UniNet Network of Universities in the CEE Region. The BioEast HUB CR coordinates this activity.	Will be used for project activities by ART It can also be partially shared among partners.	Will be used for the project's activities by ART, but will not be subject to further exploitation by the consortium.	CoPs
31	ART	Coordination of the BioEast HUB in CR comprising extensive databases and indicators on the Bioeconomy sector in the Czech Republic.	Will be used for project activities by ART It can also be partially shared among partners.	Will be used for the project's activities by ART, but will not be subject to further exploitation by the consortium.	CoPs

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6.2 BioGov.net's Key Exploitable Results at a Glance

The results of BioGov.net, which have been assessed and considered as KERs by partners at this stage of the project, are listed in the table which follows along with a brief description.

Table 9: List of BioGov.net's Key Exploitable Results

Title	Brief description	Owner and contributing partner (s)
Open Library	Yellow pages: An overview of higher education institutions, vocational and non-formal education centres in the field of bioeconomy, promising practices and case studies and educational practices, relevant programmes, and/or organisational structures.	PEDAL
	Job profiles: a set of job profiles related to the bioeconomy sector that depict the unique requirements for professions and occupations that include different mixtures of expertise and skill sets. Job profiles are identified career paths in Bioeconomy, including current jobs and future jobs.	Q-PLAN
8 Communities of Practices	Eight 8 Communities of Practice, comprised of regional networks of stakeholders coming from across the entire value chain of the bioeconomy sector in each country (Estonia, Greece, Portugal, Slovakia, Italy, Czech Republic, the Netherlands & Germany).	CIVITTA Q-PLAN LOBA PEDAL FVA/UNIBO ART AVANS/BTG WILA
Guidelines	Formalised guidelines to develop the training governance network	UNIBO
	Guidelines for implementation of bioeconomy training to support professional development in various job positions related to bioeconomy	AVANS
Recommendations and best practice guidelines (actionable knowledge for stakeholders)	These recommendations and best practice guidelines for training and mentoring programmes at the EU level will fully integrate opportunities created by the human-centric principles, offered by art, culture, and (eco)-design, with respect to the bio-based feedstocks, including traditional and novel biological materials.	FVA
Policy Recommendations	Formalised guidelines for more informed policy-making and Actionable Knowledge for training and mentoring programmes. These guidelines will encompass policy recommendations on how to engage the local stakeholders and develop regional skills and capabilities to innovate and participate in developing climate-neutral, bio-based, circular, and low-carbon footprint products and services.	FVA

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SWOT analysis	A SWOT analysis for each region involved in BioGov.net, including both the regional overall profile in Bioeconomy and the Educational dynamics.	ART
Impact assessment framework	A methodological framework and approach, to be used in assessing the impact of the BioGov.net project's activities. The assessment framework will serve as a template that will lay out and detail the potential impact that the project, through its planned activities, will be able to create.	UNIBO
Identity Brand	Website, logo, social media, promo video | BioGov.net partners have created a strong community and brand for the BioGov.net project throughout the project, facilitating its commercial exploitation after the end of the grant	LOBA
BioGov.net methodology to link Art and Bioeconomy education	A methodological approach developed in the project to link art to bioeconomy education, based on different innovative formats and case studies stemming from the intersection between these two domains that could help inspire, engage, encourage creative thinking, and facilitate inclusion.	FVA

More information regarding each KER of BioGov.net, along with the exploitation plan crafted for each one at this stage of the project, is provided in the next section of this report.

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7 Exploitation plan per Key Exploitable Result

In this section of the Exploitation and Sustainability Plan, the main Key Exploitable Results (KERs) of BioGov.net are described, along with the main contributors to their development. Information is also provided on who their intended users are, the benefits they stand to gain from exploiting that asset, as well as potential exploitation routes and IP protection measures. At the same time, any actions that may be needed to facilitate the intended exploitation route(s) of the KER are also identified, concisely outlining what needs to be done, when, and by whom towards this end.

Along these lines, the above information is presented in two tables for each KER:
- One table summarises the exploitation assessment and plan of the specific KER.
- A second table summarises any actions needed for its exploitation or dissemination.

Each KER is presented in a different sub-section of this section, as follows.

7.1 Open Library

Table 10: Open Library

Brief description	**Yellow pages:** A catalogue of the most relevant training programmes, organisational structures, and educational practices, also including higher education institutions, vocational and non-formal education centres in the field of bioeconomy. **Job profiles:** a set of job profiles related to the bioeconomy sector that depict the unique requirements for professions and career paths in the Bioeconomy sector, including different mixtures of expertise, education, and certifications needed, necessary skill sets needed, and also skill gaps identified. Job profiles are expected to support decision-making for training and curricula and inform the governance system of training needs and skills needed. Moreover, they are expected to inform youngsters about future career opportunities and older professionals about emerging career paths. The Open Library is expected to serve as a ready list of relevant bioeconomy programmes and job requirements/skills for positions related to bioeconomy now and in the future.
Creators and relevant background (if applicable)	The partners that are expected to contribute to the development of this asset are PEDAL and Q-PLAN.
Intended users and expected benefits	The main target groups that may serve as users of the BioGov.net Yellow Pages are Higher Education Institutions and VET Organisations. Intended users of Job Profiles are BioBased Industries, Bio-economy businesses, or Bioeconomy Associations that could

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	inform their members/companies about bioeconomy Job descriptions and skills needed. Also, Universities, vocational training centers, students, individuals, and policymakers.

The benefit gained by Education Institutions and VETs from exploiting the Yellow Pages will be the identification of existing case studies and training structures across Europe and the identification of skills missing in the Bioeconomy sector. By exploiting the asset, the aforementioned users could work together with other Education Institutions towards more informed bioeconomy training curricula and a more updated governance system for training needs and skills that are needed for the transition.

The benefit of Industries, Companies, and Bioeconomy associations, when exploiting this asset will be to better understand what workforce skills are needed when hiring experts, what skills are already available in the market, or what kind of skills are missing and need to be developed. Educational institutions can tailor their curricula to meet industry demands, ensuring graduates are well-prepared for relevant roles. This promotes alignment between academic programs and industry needs.

Job profiles serve as a valuable guide for career planning. Students can make informed decisions about their educational paths based on the specific skills and qualifications demanded by bioeconomy professions. Young adults in seek of career opportunities in Bioeconomy, but also older entrepreneurs wishing to evolve in the bioeconomy sector can receive concentrated information on bioeconomy Jobs trending for the future. Last but not least, the Job profiles can contribute to evidence-based decision-making in shaping policies related to workforce development and training initiatives. |
| **Intended exploitation route(s)** | The Open Library of BioGov.net will be broadly disseminated to effectively reach stakeholders that can exploit and benefit from its use. As such, the BioGov.net Yellow Pages and Job Profiles are expected to be exploited by partners in new research projects or support services (see exploitation plans per partner) as well as by external stakeholders that may be interested in career paths on the sector of bioeconomy within education, vocational training, business, and policy circles. For instance, the catalogue of training programmes & structures can be exploited by VET and Higher Education Institutes to further develop training programmes with the view to creating more skilled professionals in the bioeconomy, while the job profiles can be exploited by policymakers who are interested in identifying the skills that should be developed within the workforce to support their bioeconomy policies. The content of the Open Library is already uploaded on the official BioGov.net website. Moreover will be disseminated for sharing and re-use and will be deposited to the open |

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	Repository Zenodo (www.zenodo.org), and also to other open access platforms such as Horizon Results Platform.
IP protection measures	**CC BY-NC-SA 4.0** It may be re-examined by the end of the project.

Table 11: Actions needed for the exploitation for the open library

Action	What?	By Whom?	When?
Choose the appropriate protection measure	Insert the identification type to the open library assets: CC BY-NC-SA 4.0	PEDAL (Yellow Pages) Q-PLAN (Job Profiles)	After the deliverable's approval by the European Commission (Sygma Portal).
Dissemination	Upload to the official BioGov.net website. Dissemination and communication to target groups and during events (both in the context of BioGov.net CoP meetings and other relevant project events). Depositing content to Zenodo and other repositories.	PEDAL (Yellow Pages) Q-PLAN (Job Profiles)	Expected by M24

7.2 8 Communities of Practice

Table 12: 8 Communities of Practice

Brief description	8 Communities of Practice are regional networks of stakeholders coming from across the entire value chain of the bioeconomy sector in each country as well as researchers, policymakers, and groups representing civil society. Each CoP is a local network established in each of the project's eight

	regions, ready to be exploited for mobilizing local resources and stakeholders to establish innovative governance models and validate the project's results.
Creators and relevant background (if applicable)	All partners are expected to contribute to the development of this asset and will be establishing a regional CoP: QPLAN in Greece, CE in Estonia), LOBA in Portugal, PEDAL in (Slovakia), FVA/UNIBO jointly running a CoP in Italy, ART in the Czech Republic, AVANS/BTG jointly running a CoP in the Netherlands, and WILA in Germany).
Intended users and expected benefits	Intended users of the CoPs are experts in the field of bioeconomy coming from the business or the academic community as well as from educators and vocational trainers who wish to exchange knowledge and be updated in the sector of bioeconomy. Moreover, Policy makers and decision-makers as well as civil society (NGOs and citizen initiatives) can take advantage of the already settled network of the CoPs to produce informed recommendations and receive direct feedback from local actors.
	The expected benefits of this result exploitation, by the abovementioned target groups, will be exchanging good practices, nurturing novel ideas and solutions, making connections, and ultimately feeding the activities of the project at local, national, and international levels. A Community of Practice can serve as a fertile ground for innovation, where members can freely exchange ideas, experiment with new concepts, and collaborate on projects that push the boundaries of traditional practices. Members can pool and share resources such as regulatory updates and technology insights, optimizing efficiency and reducing duplication of efforts across the local Bio-community. Moreover, each CoP provides a platform for capacity building and skills development among local stakeholders. It facilitates the formation of interdisciplinary teams, joint ventures, and collaborations that leverage complementary strengths and resources. Last but not least, by involving local stakeholders in the discussions and decision-making processes, a community of practice can facilitate dialogue, consensus-building, and advocacy around bioeconomy-related policies, regulations, and strategies. This can help ensure that the interests and perspectives of diverse stakeholders are taken into account. The already formed 8 CoPs in the context of BioGov.net can serve as local mature bioeconomy networks that can expand their cooperation beyond the project end.
Intended exploitation route(s)	The networks formed through the CoPs will be exploited by the partners that formed them, as well as by their other members for networking, mentoring, and good practice exchange. The CoP can be also exploited for identifying new pathways for research, training, and/or business (for more details see exploitation plans per partner).

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IP protection measures	N/A

Table 13: Actions needed for the exploitation of the 8 Communities of Practice

Action	What?	By Whom?	When?
Dissemination	CoPs will be lists of contact details that each partner can use differently depending on their own needs. Contact lists are kept in each partner's repository, keeping informed consent forms.	All partners	by M18 and beyond

7.3 Guidelines for training & mentoring

Table 14: Guidelines for training & mentoring

Brief description	The guidelines for training and mentoring consist of • Formalised guidelines to develop the training governance network • Guidelines for implementation of bioeconomy training to support professional development in various job positions related to bioeconomy
Creators and relevant background (if applicable)	The main creators of this asset are UNIBO, AVANS
Intended users and expected benefits	Expected users of the guidelines will be: • All actors, especially SMEs, civil society organisations including NGOs, and broader civil society (e.g. museums, science- and art centres) (UNIBO) • Bioeconomy educational & research institutions, organisations that develop and execute training programs, business support organizations (innovation support), bioeconomy industry, policymakers (AVANS) The educational and research institutions as well as the training hubs are expected to benefit from the guidelines to formulate a training governance network that will put into action recommendations addressed during the project's activities (workshops and co-creation activities etc.) Moreover, they will benefit by using the guidelines to develop new educational programs and structures. SMEs and business support organisations are expected to benefit from mobilizing regional collaborative networks

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	(Communities of Practice) to develop modern training and mentoring concepts offered to employees. This will result in a better-informed workforce and enhanced employee engagement.
Intended exploitation route(s)	All guidelines will be disseminated openly amongst their target groups to enable their exploitation. Along these lines, the guidelines on training and mentoring in the field of bioeconomy will be exploited by interested stakeholders such as VET to address the capacity needs of the market with the view to further develop existing training programs or to build new training/mentoring schemes for the future of bioeconomy. They will be exploited as an instrument for professional development and towards building effective training modules. Guidelines could be also disseminated, to open data platforms such as Zenodo, the project website, and other dissemination platforms that may be identified.
IP protection measures	Copyright, by M36

Table 15: Actions needed for the exploitation of the Guidelines for training & mentoring

Action	What?	By Whom?	When?
Intellectual property rights	Protect the guidelines with copyright, preferably under an open-source license such as CC-BY.	by AVANS, and UNIBO	By M36
Development, testing, and validation	Validate the guidelines and formalise them.	by AVANS, and UNIBO	By M36
Ownership	The authors and their respective organizations.	by AVANS, and UNIBO	By M36

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Dissemination	The dissemination of guidelines will be achieved by the partners by presenting and validating them during various events and workshops at the local and European levels. Dissemination will be further achieved by uploading the reports to open-access platforms such as Zenodo.	by AVANS, and UNIBO	During workshops organized throughout the project implementation by M M36

7.4 Recommendations and Best Practice Guidelines (Actionable Knowledge for Stakeholders)

Table 16: Recommendations and Best Practice Guidelines

Brief description	Targeting the educational community and training providers, this KER will provide the knowledge that will emerge from the mutual co-creation workshops at regional and EU levels, recommendations for fine-tuning the methodological approach, and transferability of workshop outcomes. Specifically, the validation of these insights will ensure that the ones derived from regional efforts (see KER 7.3) are applicable and meaningful also at the European level. Actionable Knowledge will provide different insights depending on the BioGov.net project's phase. This asset will be updated according to the evolution of the project.
Creators and relevant background (if applicable)	The responsible creator of this asset is FVA.
Intended users and expected benefits	The recommendations will be used by partners to fine-tune the methodological approach of BioGov.net based on feedback loops that will be given by experts participating in European workshops. Moreover, stakeholders will benefit from the Actionable Knowledge to replicate and transfer BioGov.net recommendations to other (future) projects and initiatives. in bioeconomy education, including the ones that are part of the EuBioNet working group on this specific topic.

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Intended exploitation route(s)	The foreseen exploitation route for this asset is built on active dissemination. In particular, the recommendations will be open to all interested stakeholders and communicated via several project activities (e.g. workshops) and the project's website. All material will be available to open data platforms that will be identified.
IP protection measures	CC BY-NC-SA 4.0, by M36

Table 17: Actions needed for the exploitation of Recommendations and best practice guidelines

Action	What?	By Whom?	When?
Choose the appropriate protection measure	Insert the identification type to the open library assets: CC BY-NC-SA 4.0	FVA	By M36
Development, testing, and validation	Validate the recommendations through the BioGov.net European European validation and European co-creation workshops, as well as during the policy workshops foreseen under the EuBioNet.	FVA	By M36
Dissemination	The recommendations as Actionable Knowledge will be disseminated through workshops and circulated among stakeholders (through deliverables D5.1 and D5.2).	FVA, All partners	During and after the end of the project through specific policy briefs, publications, and the EuBioNet channels . This will also be the topic of the project's final dissemination event and third yearly policy workshop in the frame of the EuBioNet (T5.2.2)

7.5 Policy Recommendations

Table 18: Policy Recommendations

Brief description	Targeting policymakers, this KER will provide formalized guidelines for more informed policy-making and actionable

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	knowledge for training and mentoring programmes. Specifically, these guidelines will encompass policy recommendations addressed to policy makers, on how to engage the local stakeholders and develop regional skills and capabilities to innovate and participate in developing climate-neutral, bio-based, circular, and low carbon footprint products and services.
Creators and relevant background (if applicable)	The responsible creator of this asset is FVA.
Intended users and expected benefits	The main target users are policy makers (at EU, Regional, and local levels) and stakeholders that are involved in setting up sustainable bioeconomy governance models, leveraging the collective expertise and experiences.
Intended exploitation route(s)	The policy recommendations prepared by FVA will be communicated broadly across policy circles relevant to the deployment of the Bioeconomy as well as relevant training and re-/up-skilling efforts across the EU, with a view to being exploited by them for the preparation of new more -informed policies. The recommendations will also be available through the website of the project as well as dedicated repositories, such as the EU's Knowledge Centre for the Bioeconomy (https://knowledge4policy.ec.europa.eu/bioeconomy_en) to ensure its long-term accessibility and findability
IP protection measures	CC BY-NC-SA 4.0, by M36

Table 19: Actions needed for the exploitation of the Policy Recommendations

Action	What?	By Whom?	When?
Choose the appropriate protection measure	Insert the identification type to the open library assets: CC BY-NC-SA 4.0	FVA	By M36
Development, testing, and validation	Validate the Policy Recommendations through the BioGov.net European validation and European co-creation workshops, as well as during the policy workshops foreseen under the EuBioNet.	FVA	By M36
Dissemination	The Policy Recommendations will be disseminated	FVA, All partners	During and after the end of the project through specific policy briefs,

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	through the BioGov.net website. Moreover, their promotion and dissemination will be achieved through the project communication channels (social media, newsletters), the presentations of partners participating in various events and conferences, and, last but not least, by sharing the recommendations through the partner's extensive networks.		publications, and the EuBioNet channels. This will also be the topic of the project's final dissemination event and third yearly policy workshop in the frame of the EuBioNet (T5.2.2)

7.6 SWOT Analysis

Table 20: SWOT analysis

Brief description	The SWOT analysis for each region involved in BioGov.net, includes both the regional overall profile in Bioeconomy and the Educational dynamics to provide a comprehensive overview of each region's bioeconomy potential and education landscape.
Creators and relevant background (if applicable)	The responsible creator of this asset is ART with each respective partner by each participating country.
Intended users and expected benefits	By evaluating regional strengths (e.g., existing resources, expertise), weaknesses (e.g., skills gaps, funding shortages), opportunities (e.g., emerging markets, partnerships), and threats (e.g., competition, regulatory changes), the analysis helps stakeholders—including governments, research institutions, industry, NGOs, and investors—make informed decisions. This targeted approach facilitates strategic policy development, economic growth, and educational alignment with regional bioeconomy needs, ultimately promoting sustainable development and innovation.
Intended exploitation route(s)	This outcome can be a useful key exploitable result, providing information for policy makers but also for potential investors. Also, its comparative character provides the essence for useful analysis on a European scale. The results of the project will be used for further research in current and future projects for input into local events, and societal purposes.
IP protection measures	CC BY-NC-SA 4.0, by M36

Table 21: Actions needed for the exploitation of the SWOT analysis

Action	What?	By Whom?	When?
Intellectual property rights	Protect the guidelines with copyright, preferably under an open-source license such as CC-BY.	ART	M36
Development, testing, and validation	Validated in the European Policy Workshop Autumn 2024 in the presence of related stakeholders.	ART	M24
Ownership	BioGov.net Project.	ART	M36
Dissemination and Communication	Displayed in the BioGov.net website Presented in events, workshops, etc. Disseminated in target groups of related stakeholders.	ART	M36

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7.7 Assessment Framework

Table 22: Assessment framework

Brief description	An Impact Assessment framework prepared for the BioGov.net project will serve as a template that will lay out and detail the potential impact that the project, through its planned activities, will be able to create.
Creators and relevant background (if applicable)	The responsible partner of this asset is UNIBO with the contribution of each participating country.
Intended users and expected benefits	Expected users of the impact assessment framework will be: • **Bioeconomy sector entities.** Small and medium-sized enterprises (SMEs), bioeconomy industry players, clusters, and business support organizations engaged in bioeconomy-related activities. • **Educational and research institutions.** Universities, colleges, and research centers specializing in bioeconomy, along with their associated training hubs and organizations develop and execute educational programs. This category also includes educational managers and policy-makers focused on bioeconomy education and training. • **Civil society and cultural organizations.** Non-governmental organizations (NGOs), museums, science and art centers, and other broader civil society entities actively participate in or support bioeconomy education initiatives. • **General public and professionals.** Wider society members, bioeconomy professionals, students, and other interested parties seeking to increase their knowledge and awareness of bioeconomy issues, including the workings of impact assessments.
Intended exploitation route(s)	The foreseen exploitation route for this asset is built on active dissemination. The impact assessment framework will be open to all interested stakeholders and communicated via several project activities (e.g. workshops) and the project website. All material will be available to open data platforms that will be identified. Guidelines will also be disseminated, to open data platforms such as Zenodo, the project website, and other dissemination platforms that may be identified.
IP protection measures	CC BY-NC-SA 4.0, by M36

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Table 23: Actions needed for the exploitation of the Assessment Framework

Action	What?	By Whom?	When?
Intellectual property rights	Protect the guidelines with copyright, preferably under an open-source license such as CC-BY.	UNIBO	M36
Development, testing, and validation	Validated in a dedicated policy workshop. If considered necessary, an interview can be held with a few of the potential stakeholders and beneficiaries (once these are identified).	UNIBO	M36
Ownership	BioGov.net project	UNIBO	M36
Dissemination and communication	Upload to the official BioGov.net website. Dissemination and communication to target groups and during events (both in the context of BioGov.net CoP meetings and other relevant project events). Depositing content to Zenodo and other repositories.	UNIBO	M36

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7.8 Identity Brand

Table 24: Identity Brand

Brief description	Website, brand, logo, social media, promo video.
Creators and relevant background (if applicable)	The creator of the asset is LOBA.
Intended users and expected benefits	The BioGov.net partners will be the users of the identity brand. The benefit of exploiting the project identity is facilitating the dissemination and exploitation of the project's outcomes.
Intended exploitation route(s)	The BioGov.net brand will be used when engaging Stakeholders, when disseminating project results to the wider public, and during workshops and focus groups. The project's main channels will be kept alive for 5 years after the project ends (i.e. website) and all the results will be used in other EU projects (i.e. training guidelines, good practices, policy recommendations).
IP protection measures	Trademark for the Visual Identity and Copyright for the website (CC BY-ND 4.0 DEED) by M36

Table 25: Actions needed for the exploitation of the Identity Brand

Action	What?	By Whom?	When?
Intellectual property rights	Action needed for the Identity brand is to decide on IPR protection measures. For the time being it is suggested to be copyright.	LOBA	By M36
Dissemination	The BioGov.net brand will be intensively disseminated through all the channels we have at hand such as through direct communications with bioeconomy ecosystems, training hubs, public authorities, through the project's web	ALL PARTNERS	During the project

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	portal and social media, and during events and workshops.		

7.9 BioGov.net methodology to link Art and Bioeconomy education

Table 26: BioGov.net methodology to link Art and Bioeconomy education

Brief description	A methodological approach developed in the project to link art to bioeconomy education, based on different innovative formats and case studies stemming from the intersection between these two domains that could help inspire, engage, encourage creative thinking, and facilitate inclusion. This methodological approach aims to include arts-based teaching and learning, to develop transversal skills, encourage the pursuit of innovative careers in the bioeconomy, and facilitate the inclusion of marginalised groups (e.g., NEETs, LGBTIQ people, migrants, etc). It follows 4 specific dimensions: • Art to elicit new ways of thinking and develop skills needed in bioeconomy education; • Art to address different learning styles and facilitate inclusion of marginalized groups; • Art to communicate messages, inspire people, and raise their interest and awareness; • Inject the bioeconomy into Cultural and Creative Industries professionals.
Creators and relevant background (if applicable)	The creator of the asset is FVA
Intended users and expected benefits	The intended users are the BioGov.net partners and the stakeholders of the Communities of Practices established in the project, which will co-develop guidelines for bioeconomy training and mentoring, based also on this methodological approach. Expected benefits are the use of arts-based approaches and methods to help drive the change towards a more sustainable, just, and inclusive transition while conveying complex topics such as the bioeconomy. It is proven that these methods are effective for: • embrace more-than-cognitive aspects of knowledge, such as emotions, values, and intuition, that are often neglected or marginalized in conventional science; • improve communication and engagement with diverse audiences, such as policy-makers, practitioners, and the general public, by using creative forms of expression to explore alternative pathways and possibilities for sustainability;

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	• explore teaching and learning across different disciplines, hence facilitating interconnected, deeper, and meaningful learning processes, as well as collaborative and experiential learning.
Intended exploitation route(s)	The BioGov.net methodology to link art and bioeconomy education is the object of an open-access publication in the context of the 16th annual International Conference of Education, Research, and Innovation, which took place on 13-15 November 2023 in Seville, Spain ([doi: 10.21125/iceri.2023.0612](#)) and disseminated through the project's website, It was presented and fine-tuned during various workshops with the Communities of Practice and will be further exploited and disseminated by FVA and all partners also after the project.
IP protection measures	CC BY-NC-SA 4.0

Table 27: Actions needed for the exploitation of the BioGov.net methodology to link Art and Bioeconomy education

Action	What?	By Whom?	When?
Intellectual property rights	CC BY-NC-SA 4.0	FVA	Already implemented through the open access publication delivered on M18
Dissemination	The BioGov.net methodology to link art and bioeconomy education will be intensively disseminated through direct communications with bioeconomy ecosystems, through the project communication channels (social media, newsletters), and the presentations of partners participating in various events, workshops, and conferences in bioeconomy education.	ALL PARTNERS	During and after the project
Ownership	The authors and their organization.	FVA	Already clarified through the open-access publication delivered on M18

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8 Exploitation Plans per Partner

This section summarises, in tabular format, the assets of the BioGov.net project that each partner is currently interested the most to exploit, as well as how they intend to proceed to this end.

CIVITTA	KER of main interest: 8 Communities of Practice
Civitta is highly motivated to harvest from collaboration and shared knowledge by using demonstrated methodologies and guidelines to facilitate collaborations and outputs that help to fill the system and skill gaps in the regional bioeconomy, especially contributing to the national policy-making and strategy building by providing strong arguments and relevant background that bases on good practices and demonstrated models from other countries. The tacit and explicit knowledge obtained through involvement in the BioGov.net project will be exploited for: - improving the company´s services on technology transfer support and roadmap building (based on knowledge obtained from Communities of Practice); - investigating new application fields, clients, and collaborations in the bio-based sector for follow-up projects (especially related to new technologies and new educational approaches and their integration). Civitta is interested in further use of BioGov.net's brand and formed regional and European Community of Practice for the next bioeconomy projects, especially those that invest in emerging technologies (biotech, health tech, material tech), uptake of new feedstock sources, valorize local biomass and build short value chains in Single Market.	

Q-PLAN	KER of main interest: Open Library-Job profiles, 8 Communities of Practice
Q-PLAN is fervently driven to utilize the established methodological procedures for identifying skill gaps and training needs among professionals in the bio-economy sector. The knowledge, both implicit and explicit, gained through Q-PLAN's active participation in the BioGov.net project will be harnessed to enhance its range of services in the field of Bio-Economy. This involvement will also aid in exploring new opportunities for partnerships and collaborations within the bio-based industry. Q-PLAN is particularly keen on leveraging the BioGov.net brand and its Community of Practice as an already settled experts' network with versatility and representativeness, facilitating the discovery of potential research partners and clients and also facilitating new bioeconomy cooperation in Greece. Additionally, Q-PLAN aims to integrate co-design and stakeholder engagement approaches, honed during the project, into its services to enhance quality. The community fostered through the project is expected to expand Q-PLAN's local and international network, thereby increasing the potential for securing new clients and collaborators. Q-PLAN will maintain regular communication with local CoP members also proposing to them to participate in other bioeconomy projects in which Q-PLAN participates or leads. This way Q-PLAN can keep members informed about relevant activities/projects and opportunities in the bioeconomy, thus nurturing their ongoing engagement and cultivating networking with the ecosystem. Moreover, Q-PLAN as CoP Leader of the Greek Community, will exploit the CoP's valuable insights, measures proposed, and policy recommendations developed by keeping the policy dialogue open with the regional Authority of Central Macedonia, which also participates in the CoP. Regarding the Open Library exploitable results (case studies and Job Profiles) will be	

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used as case studies to formulate the basis for future cooperation and innovation projects.

The SWOT analysis can be further exploited in other bioeconomy projects under implementation by Q-PLAN, setting the baseline for further analysis and future research.

LOBA	KER of main interest: Identity Brand

LOBA will keep the main channels alive for 5 years after the project ends (i.e. website) and will make sure to use the results of the project in other EU projects (i.e. training guidelines, guidelines for low environmental footprint, good practices, policy recommendations). LOBA as national coordinator in Portugal of the European Climate PACT will be interested in continuing the engagement, growth, and collaboration with the communities of practice created in Portugal under the framework of BioGov.net.

LOBA is also interested in keeping up the cooperation with other partners to further disseminate and improve the results of the project, mainly in terms of communication and audio-visual activities.

PEDAL	KER of main interest: Open Library-Yellow pages, 8 Communities of Practice

In the long term, PEDAL aims to contribute to raising awareness about the bioeconomy in Slovakia, building capacities and knowledge base, and supporting networking among various types of stakeholders, as well as providing support in bioeconomy uptake in the regions.

PEDAL also aims to contribute to the promotion of training opportunities in the bioeconomy and circular economy in the Slovak regions. The main assets to be used in these efforts include the Open Library, the Communities of Practice, and the Guidelines for a low environmental footprint.

We also work with several educational organizations in shaping the bioeconomy education in the country and we use the Assessment Framework when planning related activities and projects.

Using synergies with other projects related to the bioeconomy, these assets will be used in further activities, especially the development of new interventions, capacity-building programmes, academic and training possibilities' awareness, further community building, and engagement of a wide range of stakeholders as possible, and thus contribute to the development of the Bioeconomy in Slovakia.

FVA	KER of main interest: Open Library-Job profiles; 8 Communities of Practice; Guidelines for training & mentoring; Recommendations and best practice guidelines (actionable knowledge for stakeholders); Policy recommendations; BioGov.net methodology to link art and bioeconomy education

FVA is interested in exploiting and further promoting these assets produced by the BioGov.net project, building on its extensive expertise as a partner in some of the most relevant past and ongoing EU-funded projects in bioeconomy education (e.g. BIOVOICES, Transition2BIO, BIObec, GenB) and as main contact and initiator of the European Bioeconomy Network, an alliance of more than 150 projects and initiatives dealing with bioeconomy promotion, communication and support. The methodologies and analysis developed in BioGov.net, including the methodology to link art and

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bioeconomy education (for which FVA was the main creator and author), were already disseminated by FVA throughout the duration of the project, in the context of open-access publications and during high-level events and dedicated workshops aiming at fostering collaborations among stakeholders while addressing skill gaps within the EU regions. Moreover, FVA will exploit BioGov.net's valuable insights and recommendations for policy and curriculum development across different levels, including regional, national, and European contexts, thanks to its active involvement as co-leader of the Italian Community of Practice.

Finally, FVA will extensively use these assets in future projects in bioeconomy education and beyond, to stimulate their implementation and foster the active engagement of stakeholders to keep on contributing to the achievement of meaningful outputs in this domain.

ART	KER of main interest: Guidelines for training & mentoring, 8 Communities of Practice, SWOT Analysis

ART is interested mainly in the following project results: Guidelines for training & mentoring and the operational mode of the CoPs and the IB. There is also an interest in the Bioeconomy Education regional profiles and the resulting SWOT analysis. The first two results will be shared with both the macro-regional BIOEAST Thematic Working Group (TWG) Bioeconomy Education and also with the national TWG focused on Bioeconomy Education that was formed within the BIOEAST HUB CR. The Policy Recommendation will be presented to the BIOEAST Initiative, Czech BIOEAST NCPs, the Ministry of Agriculture, and also the Ministry of Education (both ministries are involved in the national inter-ministerial group of bioeconomy. The third result will be shared among the members of the two macro-regional TWGs focused on Bioeconomy Education and the Fresh Water Based Bioeconomy, respectively. They will also be shared among the national TWG and BIOEAST HUB members. It will be further presented to selected stakeholders of public administration.

ART and BIOEAST HUB CR will also fully exploit the results in the upcoming projects.

AVANS	KER of main interest: 8 Communities of Practice, Guidelines for implementation of bioeconomy training to support professional development in various job positions related to bioeconomy

The key interests of Avans in this project are linked to the development of both the Communities of Practice as well as the Guidelines for Training and Mentoring. Avans will contribute to connecting stakeholders in the bioeconomy via the Community of Practice in the region. The insights gained in this process can be used in the future as well for further connecting and exploiting the regional bioeconomy ecosystem. Next to that, we hope that long-term cooperation between Avans and other stakeholders in the bioeconomy can be further facilitated via the CoP. During the long run of the project, there is also a close connection between the CoPs and the guidelines since relevant input for the guidelines will be acquired via the Communities of Practice. This will ensure collaboration between stakeholders and deliverables in the project. Avans will contribute to the development of guidelines for training and mentoring, specifically focusing on guidelines to support regions with the development of the training of professionals to help them meet the requirements of jobs in the bioeconomy. The guidelines for training and mentoring can be used by Avans to further develop local education potential, in particular in the area of bioeconomy and professional skills development.

UNIBO	KER of main interest: Guideline for developing the training governance network - Formalized guidelines to develop the

training governance network, 8 Communities of Practice, The Impact Assessment Framework

UNIBO, with its active involvement in various projects and initiatives in the area of bioeconomy research, education, and innovation (such as the BioBEC and the Transition2Bio projects and the European Bioeconomy University), is highly motivated to contribute to and elaborate further on, the methodologies and guidelines that will be produced as part of the BioGov.net Project. These demonstrated methodologies and guidelines will be used further to facilitate collaborations and outputs that will help fill skill gaps in the regional bioeconomy and provide insights and suggestions for policy and curriculum-making on various levels (e.g. regional, national, and European).

Besides, the involvement in and collaboration with Communities of Practice, demonstrated cases, and best practice examples, alongside co-creation and co-design experiences concerning bioeconomy education and governance, will be of utmost importance to elaborate further, in terms of both implementation of other projects on similar topics, as well as stakeholder engagement and scientific research and outputs to be provided on these domains.

UNIBO will also utilize the impact assessment framework in its future projects, related workshops, or bioeconomy-related sessions or discussions, in communicating how change can take place in a bioeconomy education and training context, in terms of numerous areas including but not limited to curriculum and skills development, the inclusion of stakeholders or promotion of innovation in bioeconomy.

UNIBO will expand on these KERs, to produce scientific outputs, including publications or, seminar/conference presentations in related events.

BTG	KER of main interest: 8 Communities of Practice

BTG is at its core a specialist in bioeconomy technologies, processes, products, value chains, and markets, and provides RTD as well as consulting and advisory services in these fields. Over time, the firm has deepened its knowledge of associated market support and uptake measures such as sustainability assessment and certification, consumer awareness and perception, public procurement, governance and education, strategy development, etc. Through its involvement in BioGov.Net, BTG widens its expertise and network on bioeconomy education and governance. The overview of the state of the art in bioeconomy education and the case studies/best practices developed in BioGov.Net will be used by BTG to inform/advise clients and develop new interventions. Developing an overview of current EU-funded projects on bioeconomy governance and education will be useful for the development of the 'Yellow Pages' in which bioeconomy training and mentoring best cases are being tabulated but will also be used by BTG as a useful library of the current priorities, issues, and proposed solutions in this field. BTG further seeks to expand its knowledge and experience in setting up Communities of Practice. BTG seeks to develop and apply methodological expertise in regional assessments, how to structure them, and the actual state of the bioeconomy in the eight selected BioGov.net regions. The development and use of new methods, such as co-creation workshops, will serve to expand BTG's expertise and portfolio of services.

WILA	KER of main interest: 8 Communities of Practice, Guidelines for training & mentoring

Wila Bonn (WILA) with its focus on national and international projects on education and engagement in the fields of soil, biodiversity, and nature-based solutions (e.g.LOESS), its active engagement in the green job market and past engagement in various projects in the field of bioeconomy (Allthings.bioPRO, Bloom) has a keen interest in promoting training opportunities in the field of bioeconomy. It wants to foster the dissemination of knowledge about future skills (such as raising awareness of the guidelines for training and mentoring) within Germany.

WILA will elaborate the development of training offers for its training centre and add co-creation and co-design experiences and tools to existing expertise for further use in projects and activities in and also beyond bioeconomy topics. Policy briefs will contribute to future regional development and structural changes (the regional land mining area).

It intends to inform and support local stakeholders and initiatives in the job market and projects focusing on jobs for the future, making use of best practice experiences and training guidelines for further exploitation (e.g. within networks like "Netzwerk Grüne Arbeitswelt).

It will continue to cooperate with the local Community of Practice by contributing background information on future skills and job profiles.

WILA wants to intensify the cooperation with the other CoPs and stakeholders in the field of bioeconomy.

SWOT analysis will be used for further research in current and future projects for further input in the local discourse (local events, societal purposes). Also, will be made use of the results in the WILA-Jobmarket, the WILA Education Centre, and further future projects focused on future jobs.

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9 Conclusions and Way Forward

The report on the final version of the Exploitation and Sustainability Plan has highlighted once more the main principles of the project's strategy, methodology, and tools for IP management, as these have been adjusted, adopted, and applied within the framework of BioGov.net. More importantly, the report presented the results from their application in practice, reflecting the work of the partners so far in terms of assessing the exploitability of the project's results, identifying Key Exploitable Results (KERs), defining their owners and eventually planning the way towards their exploitation.

Along these lines, this report also provided an overview of the project's Background and Key Exploitable Results as they have been identified at this stage of the project. A plan for each KER has been crafted and reflected within this version of the report, including exploitation routes and concrete actions toward this end. From here on out, partners will be working on their exploitation plans (per KER as well as per partner).

The EM is responsible for updating the Exploitation Strategy. In collaboration with all partners, the EM will receive any new KER that may arise by the end of the project or record any new exploitation routes that the partners will follow. Moreover, the EM in collaboration with the partners will resolve any potential conflicts that may arise along the way, to jointly foster smooth post-project exploitation of results in a sustainable manner.

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10 ANNEX

ANNEX I- Background Identification / Modification Form

According to the Grant Agreement[58], Background is **defined as "data, know-how or information that is needed to implement the Action or exploit the results"**. Partners must identify and agree amongst themselves on the Background for the project. In this context, the purpose of this form is to identify: **(i) any additional Background**, on top of the Background already identified in the Consortium Agreement of the project along with its specific restrictions and/or conditions for implementation/exploitation; as well as **(ii) the need to modify any previously identified Background** along with its specific restrictions and/or conditions for implementation/exploitation.

< Insert title of Background >	
Owner(s)	Please specify the owner of the Background.
Description	Please elaborate here on a brief description of the Background.
Specific restrictions and/or conditions for implementation[59]	Please list here any restrictions and/or conditions for accessing and using the particular Background for the implementation of the project.
Specific restrictions and/or conditions for exploitation[60]	Please list here any restrictions and/or conditions for accessing and using the particular Background for exploitation of project results.
Connected Key Exploitable Result(s)	Please list here any Key Exploitable Result(s) for which the Background is required in the context of implementation and/or exploitation.

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[58] Article 16.1 Grant Agreement "Background and access rights to background".

[59] Article 16.4 Grant Agreement "Specific rules on IPR, results and background" and its Annex 5, Section "Access rights to results and background", sub-section "Access rights to background and results for implementing the Action."

[60] Article 16.4 Grant Agreement "Specific rules on IPR, results and background" and its Annex 5, Section "Access rights to results and background", sub-section "Access rights to background and results for implementing the Action."

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ANNEX II- Exploitability Assessment and Planning Templates

a. Exploitability Assessment Template

(to be completed by the main partner responsible for each KER)

< Insert title of Key Exploitable Result >	
Brief description	Please enter here a brief description of the key exploitable result that further elaborates on the initial description included in the DoA.
Creators and relevant background (if applicable)	Please list here the partners that were principally involved in the development of the key exploitable result and, if possible, the way each one contributed to this end. If applicable, clearly state any background used to create the key exploitable result along with its owner.
Intended users and expected benefits	Please list here the main stakeholder groups that are expected to use the key exploitable result. This includes consortium partners as well as external stakeholders if applicable (such as SMEs, corporates, research institutes, public authorities, citizens, etc.). Briefly describe why each of the aforementioned groups is expected to use the key exploitable result, highlighting the benefits to be derived from its use.
Intended exploitation route(s)	Please list here the key exploitation route(s) (e.g. exploitation in future research projects, commercialization, open access dissemination, etc.) foreseen for the key exploitable result, highlighting how it will be provided to its target users (where they will find it, how they will access it, under what terms will they be able to use it, etc.).
IP protection measures	Please mention the measure selected to protect the key exploitable result as well as the rationale behind its selection (concisely).

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b. Exploitation Plan per KER Template

(to be completed by the main partner responsible for each KER)

Actions needed to make the key exploitable result ready for use			
Action	What?	By Whom?	When?
Intellectual property rights	Here the KER owner(s) have to indicate the activities that need to be implemented toward the exploitation of the KER.	Here the KER owner(s) have to indicate the partner to implement each activity.	Here the KER owner(s) have to indicate the timeframe of each action.
Development, testing, and validation			
Ownership			
Dissemination and communication			
…….			

c. Exploitation Plan per Partner Template

(to be completed by each partner for the main KERs which they intend to use)

< Insert Partner Short Name >	KER of main interest: XXX, XXX and XXX
Please mention here the main key exploitable results that are of interest to your organisation in terms of exploitation beyond the end of the grant. Explain how they fit with your current work and/or plans, describing how you plan on exploiting each one.	

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