

# D5.4

## Impact Assessment & Exploitation Report 1

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Abstract

This document is a product of **NGI Sargasso** (Unique collaborative ecosystem and programme for promoting the transatlantic cooperation in NGI technologies), which has received funding from the European Union’s Horizon Europe programme under grant agreement number 101092887. More precisely, this document presents **Deliverable 5.4** Impact Assessment & Exploitation – report 1 of Work Package 5.

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### \* Deliverable types:

**R:** document, report (excluding periodic and final reports).

**DEM:** demonstrator, pilot, prototype, plan designs.

**DEC:** websites, patent filings, press and media actions, videos, etc.

**OTHER:** software, technical diagrams, etc.

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## Abbreviations

CA	Canada
EC	European Commission



EU	European Union
IETF	Internet Engineering Task Force
IPR	Intellectual Property Results
IRTF	Internet Research Task Force
ISO	International Organization for Standardization
ITU-T	International Telecommunication Union
KER	Key Exploitable Result
KPI	Key Performance Indicator
MoU	Memorandum of Understanding
NGI	Next Generation Internet
NGO	Non-Governmental Organization
OC	Open Call
RTO	Research and Technology Organisation
RPO	Research Performing Organization
SME	Small and Medium-Sized Enterprise
USA	United States of America



## Executive summary

NGI Sargasso's exploitation and sustainability plan is intended to detail how the tangible and intangible outcomes of the project can be exploited and further used after the end of the project. Thus, this document proposes actions on how to add value to the project's activities and outputs during the project timeline and after its completion. NGI Sargasso's exploitation and sustainability strategy has been developed by identifying and describing the project's exploitation objects and approach, target audiences, expected impacts and exploitation results. This document presents a draft of NGI Sargasso's action plan for exploitation and sustainability after the project's completion.

The management and overall implementation of exploitation and sustainability activities is led by SPLORO (leader of WP5's Task 5.4 - *Exploitation of Knowledge and Sustainability*). However, since NGI Sargasso will produce results that can be exploited jointly or separately by the partners, all the partners are involved in the planning and implementation of the project's exploitation activities. Thus, this document is to be used by all the project partners since it defines initial guidelines and actions, which will represent one of the pillars of NGI Sargasso's sustainability.

This deliverable approaches the design and execution plan of the overall exploitation roadmap for NGI Sargasso, with the main goal of incorporating the outcomes achieved by the experiments and seek a sustainable path for the after-project in the short to mid-term.

The overall goal of the NGI Sargasso project exploitation plan is not only to create and execute a unique innovation programme for 36 months, but to set it up in a systematic way so that the methodology and approach can continue being implemented afterwards by the consortium partners in a private way and/or it can be expanded and scaled up under next projects within the Horizon Europe programme.

The exploitation plan for the NGI Sargasso project includes several specific activities designed to achieve the Key Exploitable Results (KER's) identified by the consortium when preparing the proposal:

- KER#1. Exploitation of the project methodology.
- KER#2. Exploitation of the results of third-party experiments.
- KER#3. Community of transatlantic institutions and EU researchers sharing the values of the NGI initiative.

These activities focus on maximising the impact of the project results and ensuring their long-term application and adoption and will be developed collaboratively among the NGI Sargasso consortium partners, with the aim of maximising the impact of project results, fostering the adoption of next generation technologies, and establishing a sustainable community of institutions and researchers committed to innovation and transatlantic collaboration.



## 1. Introduction

The Next Generation Internet (NGI) is a European Commission (EC) initiative that aims to shape the development and evolution of the Internet into an Internet of Humans. An Internet that responds to people's fundamental needs, including trust, security, and inclusion, while reflecting the values and the norms all citizens enjoy in Europe<sup>1</sup>.

An initial EC investment in NGI research and innovation of more than EUR 250M (2018-2020) has already supported around 1,000 Internet researchers and innovators involved in many hundreds of projects. The EC announced renewed EU funding for NGI under Horizon Europe. During the 2021-2022 period, the European Commission has designated EUR 62M to assist the most prominent Internet innovators in the fields of Trust and Data Sovereignty on the Internet, Trustworthy Open Search and Discovery, Internet Architecture and Decentralized Technologies, in addition to promoting enhanced EU-USA and EU-CA cooperation and collaboration<sup>2</sup>.

The initiative NGI supports several projects that are committed to the NGI vision: to create a new internet infrastructure that is open, secure, and trustworthy, that gives equal opportunities to all, and that is accessible to everyone, everywhere. Some of these projects' present Open Calls for financial support for initiatives aligned with NGI areas of interest.

This *Deliverable 5.4 - Impact Assessment & Exploitation Report 1* is part of *WP 5 – Community Building, Exploitation & Dissemination*. The main goal of this work package is to position NGI Sargasso as a benchmark fellowship programme, ensuring the highest impact through four pillars that have been defined as essential aspects to Sargasso's programme success:

1. Scouting and recruiting a competitive network of USA and Canadian network committed to widespread the programme throughout the different open calls, building long-lasting collaborations.
2. Creating and seizing synergies with existing European networks, initiatives and projects to maximise the outreach capacity, with special emphasis on the NGI community.
3. Designing and running marketing campaigns to grow brand awareness, maximise open call participation and attract followers
4. Managing the project's innovation through performance indicators and IPR, developing exploitation roadmaps, sustainability, and business models of the key exploitable results by partners or external stakeholders to maintain the long-term sustainability of the project to ensure that collaboration between the EU and USA/CA as fostered in the project continues beyond its conclusion.

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<sup>1</sup> <https://digital-strategy.ec.europa.eu/en/policies/next-generation-internet-initiative>

<sup>2</sup> <https://www.ngi.eu/about/>



This deliverable aims to provide a first plan of NGI Sargasso's exploitation and sustainability goals and activities. A final version of this report (*D5.7 - Impact Assessment & Exploitation Report 2*) will be presented in M36, by the end of the project. In addition, this provides an initial overview about how NGI Sargasso's tangible and intangible outcomes can be exploited and further used after the project's completion.

## 1.1 About the NGI Sargasso project

NGI Sargasso focuses on strengthening EU cooperation and strategic partnerships with the USA and Canada in the Next Generation Internet. The project has been organized to support all Internet innovators in the areas of trust and Internet data sovereignty, trusted open search and discovery, and Internet Architecture and Decentralized Technologies. With NGI Sargasso, an international ecosystem will be created with the presence of the USA and Canada to promote the values of Europe beyond its borders, such as openness, inclusion, transparency, privacy, cooperation, and data protection.

The mission of the NGI Sargasso consortium is to catalyse transatlantic collaboration on the development and experimentation of new ideas, implementation of prototypes, and contribution to standards and open-source communities on technology trends with the potential to reshape tomorrow's next generation Internet technologies and services.

## 1.2 Objectives, ambition, and approach of NGI Sargasso

NGI Sargasso aims **to revolutionize the Next Generation Internet** technologies, services, and standards, and contribute to the evolution of the Internet according to a human-centric approach of the internet commons. For the development of NGI Sargasso, it is crucial that the proposals presented start from close collaboration with entities from the USA and/or Canada.

The approach of NGI Sargasso is clear and precise: to contribute and **promote a sustainable open Internet environment** through a transatlantic **collaborative ecosystem (EU-USA-CA)** with the objective to cooperate on emerging topics for the Next Generation Internet. Innovative ideas from Europe are ready to be opened to the world, and that will only be possible through collaboration with the USA and Canada, leaders in internet research and development activities<sup>3</sup>.

NGI has focused its programme on improving interoperability, establishing global standards for NGI to be universal and accessible to everyone, promoting innovation and creativity, which can lead to more efficient and sustainable solutions for the current challenges of the Internet. Additionally, efforts focused within the **EU-USA-CA ecosystem** will help to improve online privacy and security, which is essential to ensuring trust and integrity of online information. These efforts will enable the creation of a more open, inclusive, secure, and sustainable Internet for everyone.

**The overall amount to fund to projects is of €4.800.000**, divided through the 5 calls (Figure 1). The number of selected projects per call were not fixed at the very beginning. A maximum

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<sup>3</sup> <https://www.cse.wustl.edu/~jain/cis788-99/ftp/testbeds/index.html>



budget was defined for each call, however the number of projects funded will depend on the duration of those rated the highest.

The grant is disbursed over the course of the NGI Sargasso project, following a "flat rate" approach. This means that the funding is distributed gradually, subject to the selected projects' meeting specific outcomes and milestones, rather than administrative justifications of time and/or expenses.

Each organisation supported by NGI Sargasso will receive a maximum of €150.000 among different Open Calls that are run under the NGI Sargasso framework.

The **maximum amount of funding** that can be granted **to a single organization** (SME's, Startup's, NGO's, laboratories, and foundations) for all NGI Sargasso calls combined cannot exceed **€150.000**. For **large RTO's and RPO's**, with several distinct laboratories or research units, the **maximum amount of funding is up to €500,000** between all NGI Sargasso open calls. This is only applicable in the case where several groups from the same large organisation may wish to apply to one or more calls.

The program offers three types of grants based on the project's duration:

- ☐ 3-month experiment: up to €50.000.
- ☐ 6-month experiment: up to €75.000.
- ☐ 9-month experiment: up to €100.000.

TYPE OF PROJECT	MAX. FUNDING/ PROJECT
A) 3 Months Project	50.000,00 €
B) 6 Months Project	75.000,00 €
C) 9 Months Project	100.000,00 €

	FUNDING/CALL	%	TYPE A)	TYPE B)	TYPE C)
OPEN CALL #1	800.000 €	17%	16	11	8
OPEN CALL #2	850.000 €	18%	17	11	9
OPEN CALL #3	900.000 €	19%	18	12	9
OPEN CALL #4	1.050.000 €	22%	21	14	11
OPEN CALL #5	1.200.000 €	25%	24	16	12
	4.800.000 €	100%	96	64	48

FIGURE 1. FUNDING DISTRIBUTION

The initial funding distribution illustrated above has been re-arranged and adapted following the submissions from applicants on Open Calls 1, 2 and 3.

## 2. Overall Exploitation and Sustainability Strategy for NGI Sargasso

Exploitation is the use of results in further activities other than those covered by the action concerned, or in developing, creating and marketing a product or process, or in creating and providing a service, or in standardisation activities. Even though exploitation and dissemination are different concepts, an exploitation strategy is intrinsically linked to the development of dissemination activities. Therefore, while dissemination is related to making the results of the project visible, the exploitation is responsible for guaranteeing the use of the project results in other activities during and after its implementation.



The success of NIG Sargasso depends on the post project **exploitation strategy**, that will assure that the project methodology, the results and the network of transatlantic institutions and EU researchers remains in operation after the end of the project.

In this context, NIG Sargasso's exploitation and sustainability strategy is focused on exploiting the project outcomes so they can be used in multiple contexts and situations by relevant stakeholders, who will take advantage of these results to further promote collaboration on NIG-related areas. Thus, the main aim of NIG Sargasso's strategy is to spread the project results to the relevant stakeholders so that the knowledge that is generated by the project has a long run impact.

## 2.1 Exploitation goals and approach

The main goal of this deliverable is to outline an initial exploitation roadmap that aims to position NIG Sargasso as a benchmark fellowship programme, ensuring the highest impact and sustainability in the mid/long run through an after-project methodology for matching, selecting, and incubating international projects contributing to the advancement of NIG Technologies.

The exploitation roadmap activities planned shall look over the following overall exploitation goals:

- Ensure the sustainability of the project results after its completion.
- Coordinate all levels and types of exploitation of the knowledge produced during the project lifetime.
- Encourage the target audiences/stakeholders to provide inputs regarding the project outcomes and results.
- Provide recommendations and guidelines for the continuous use of the project's results after the end of the project.

These overall exploitation goals translate into specific exploitation goals as follows: Knowledge management and protection of Intellectual Property Rights (IPR).

- Co-publications on the scientific subject targeted by the fellowship experience.
- Co-patenting and, at least, pre-agreement between parties on IPR results. Training on this matter will be freely available for experiments as part of the programme.
- All forms of technology transfer such as longer-term collaboration between the EU and North American entities for co-research and co-development. Commercial application by the private sector, and contributions to standardisation and open sources technical committees.
- Support the experiments to develop exploitation plans (business & tech-transfer models).
- Network's use to seek and connect key partners for further technology development & exploitation. This includes identifying new financial instruments such as EIT Digital, InvestEU Fund and/or private investors.
- Set up a hub to connect major open-source initiatives in EU-USA-CA through MoU's for collaboration.



- Propose a ‘go-to-market’ strategy detailing the sustainability plan for the programme, looking into business models that can sustain the operations beyond 2025 without or complementing public funding.

To achieve these goals, NGI Sargasso’s partners have outlined an initial set of actions (introduced in Section 2.5) to ensure an effective exploitation of the results during and after the completion of the project. These actions will allow the project target audiences to benefit from the knowledge generated during the project lifetime, which can lead to the development of further EU-USA cooperation activities on NGI-related areas.

The exploitation activities plan will be monitored internally by the consortium and updated periodically in order to be in line with project results as it progresses.

NGI Sargasso’s exploitation and sustainability strategy aims to provide the target audiences with updated information about the project’s outcomes in order to maximise its impact during and after the project’s lifetime and has been developed by identifying and describing the key exploitable results, the potential target audiences, the activities and expected impacts during and after its lifetime.

The exploitation of results must be approached at two levels:

- (1) **Developments by the funded experiments:** the aim of the funding and services provision is facilitating advance of technologies under the NGI programme/methodology.
- (2) **Consortium:** building a community around the project with the USA and Canada which can leverage additional opportunities in the mid-term.

To keep the tools and services running after project lifetime, IT maintenance and ongoing data management will be necessary. NGI Sargasso will serve as a promotion tool to attract potential customers and other stakeholders to make use of the full Sargasso offer. The combined stakeholder networks in NGI Sargasso will provide the basis for further collaboration opportunities.

The main objective of the exploitation component of NGI Sargasso is to explore the possibilities for the continuation of its operations after the end of the project and the period covered by the European Commission financing. Finally, the innovation management is an inherent component of the project. It is necessary to develop an operational framework to ensure the project facilities and results can be accessed and updated beyond the completion of NGI Sargasso. Research activities developed by the beneficiaries will enrich the knowledge base developed in the project. Furthermore, NGI Sargasso’s methodology will provide a basis for continuous expansion. To this end, Sargasso intends to build up a sustainable network to exchange growing knowledge on newest methodologies.

## 2.2 Target audience and stakeholders

Target audiences and stakeholders are entities or individuals that can benefit from NGI Sargasso’s results during and after the project and were introduced and described in [Deliverable 5.1 - Impact Master Plan](#) (section 2.1.1). Figure 2 illustrates and summarizes the target groups and the segments relevant to achieving and disseminating NGI Sargasso’s

ambition as well as to exploiting results after its completion. Understanding these profiles in the value chain is essential for the desired impact.



**FIGURE 2 - NGI SARGASSO TARGET AUDIENCE**

## 2.3 Expected impacts

NGI Sargasso is expected to generate different types of after-project impacts as a result of the implementation of the exploitation plan. More precisely, the project is foreseen to provide the relevant target audiences/stakeholders mentioned previously in Section 2.2 and introduced in *Deliverable 5.1 - Impact Master Plan* with highly relevant knowledge about EU-USA cooperation on NGI-related topics. Such impacts will be mainly of scientific, economic, societal and technological nature, as follows:

- Scientific: development of NGI technologies, services, and standards, advancement in the R&D domain and contribution to the EU internet Policy.
- Economic: third-parties willing to fund a new company and additional investments raised by NGI Sargasso projects.
- Societal: individuals or workers benefited from NGI Sargasso's trainings and jobs created as a result of the NGI Sargasso project's experiments.
- Technological: increased inclusiveness by supporting a human-centred approach to technology development and contribution to standards and communities ISO, IETF, IRTF, ITU-T, with recommendations and, if appropriate, draft standards.

In the mid and long-term perspective, NGI Sargasso will contribute to two **main wider measurable impacts** - also described and analysed in *Deliverables 1.3 - Monitoring Report 1* and *D1.4 - Monitoring Report 2* – as follows:

### 1. Increased inclusiveness, by supporting a human-centred approach to technology development that is aligned with European social and ethical values, as well as sustainability

NGI Sargasso open calls have been designed around a human-centric perspective. Without a human-centric mindset, mass adoption will become increasingly difficult. Users will be the most important factor when building an NGI Sargasso experiment. This will be assessed during the selection of the projects to select the ones who are not only successfully borrowing from the centralized web but also in solving real-world problems. NGI Sargasso will then identify the ones relying more on human's skill, knowledge, flexibility, and creativity, analyse the use cases and create recommendations to scale them.

- **Target group:** Internet Innovators (NGI Sargasso beneficiaries), policy makers and society;
- **KPI's:**
  - a. **Nr. of experiments supported that have already demonstrated relevant human-centric component: 30**
  - b. **Nr. of Use cases analysed to gather relevant results and produce recommendations: 20**

### 2. Sustainable, high-quality jobs by targeting skills mismatches, the need to empower workers, and ethical considerations relating to technological progress.

NGI Sargasso provides support services adapted to the needs of the selected projects. The upskilling offer is structured in a way that it responds to the context of the different technologies addressing training and skills development needs. Sargasso aims to improve the development and recognition of knowledge, skills and attributes of employees coming from the experiments, through innovative business services and trainings. Besides, the outcomes of the project will be published and widely promoted to empower workers and society. NGI Sargasso will boost and follow-up with the selected projects in their way to the market to make the most of the results funded with public sources. Thanks to the services provided, the NGI Sargasso programme will directly impact in the creation of jobs by the third parties, as funding can be used to cover existing technical and business gaps in the companies, while the services will serve to reskilling efforts of current staff.

- **Target group:** NGI Sargasso beneficiaries, society
- **KPI's:**
  - a. **Nr. of Individuals trained: +216** The rationale behind the number of individuals trained is based on the average number of teams to be funded, considering a minimum of 3 workers from the selected experiments ( $96+48/2= 72$  teams), as per the Grant Agreement.
  - b. **Nr. of jobs created: +50**



Regarding the creation of jobs, the consortium assumes that some of the selected teams may need additional expertise and skills in their teams to carry out the experiments. Thus, the funding associated to the experiment will allow them to hire staff to cover their skills gap.

Table 1 summarizes the expected wider impacts KPI's for NGI Sargasso in the mid and long-term, after the project's completion.

**TABLE 1 - EXPECTED IMPACTS KPI'S FOR NGI SARGASSO.**

Impact	KPI Name	Expected KPI
<b>1. Increased inclusiveness, by supporting a human-centred approach to technology development that is aligned with European social and ethical values, as well as sustainability</b>	Nr. of experiments supported that have already demonstrated relevant human-centric component	<b>30</b>
	Nr. of Uses cases analysed to gather results and produce recommendations	<b>20</b>
<b>2. Sustainable, high-quality jobs by targeting skills mismatches, the need to empower workers, and ethical considerations relating to technological progress.</b>	Nr. of Individuals trained	<b>+216</b> (minimum of 3 workers from the selected experiments)
	Nr. of Quality jobs created	<b>+50</b>

The consortium has been applying the Agile Marketing Lab Framework©, described in more detail in the project's Grant Agreement – a methodology designed and used by the partner AUSTRALO - for accomplishing the impact pathways and maximizing the performance of the exploitation plan. This framework can evolve throughout the project lifetime according to new priorities and needs.

## 2.4 Key Exploitable Results

Developing a strategy to exploit the results of the project requires knowledge of the results that the project will offer. For this reason, the exploitation plan will be preceded by a description of the expected exploitable results.

NGI Sargasso is expected to generate **three Key Exploitable Results**. These results are produced by addressing the specific needs of the target audiences and represent a competitive advantage over the existing knowledge on EU-USA collaboration on NGI-related fields. The project is focused on supporting experiments and their missions to the USA and Canada. The structure and approach allow to focus on generating impact in the NGI technologies and to establish a collaborative environment among the main stakeholders in the technology, SME, and startup ecosystem.

The exploitation plan for the NGI Sargasso project includes several specific actions designed to achieve the KER's identified by the consortium:

- **KER#1.** Exploitation of the project methodology.
- **KER#2.** Exploitation of the results of third-party experiments.
- **KER#3.** Community of transatlantic institutions and EU researchers sharing the values of the NGI initiative.

The planned exploitation actions will be described in Section 02.5 and focus on maximising the impact of the project results and ensuring their long-term application and adoption.

### 2.4.1 KER#1. Exploitation of the project methodology

In order to respond to current challenges of the global competitive environment and EU-USA and/or EU-CA collaboration in the area of research experimentation, European, USA and Canadian entities need simultaneous access to EU, USA and Canadian networks working on NGI, a cross-cooperation framework and identification/ pursuit of common goals/ projects.

NGI Sargasso aims to provide exactly this by deploying a set of activities to stimulate ideas and concepts to feed a matchmaking process and engage EU, USA and Canadian entities in a common experiment to develop Next Generation Internet technologies, services and standards.

NGI Sargasso activities will be carried on in 36 months. Ecosystem building, including brokerage and partnerships support, and OnCampus programme, have been designed to assure the smoothest but fruitful path to the common EU, USA and/or CA experiments. The programme will also offer a set of support services aiming to challenge the teams to go beyond experimentation. Figure 3 summarises NGI Sargasso's overall methodology:

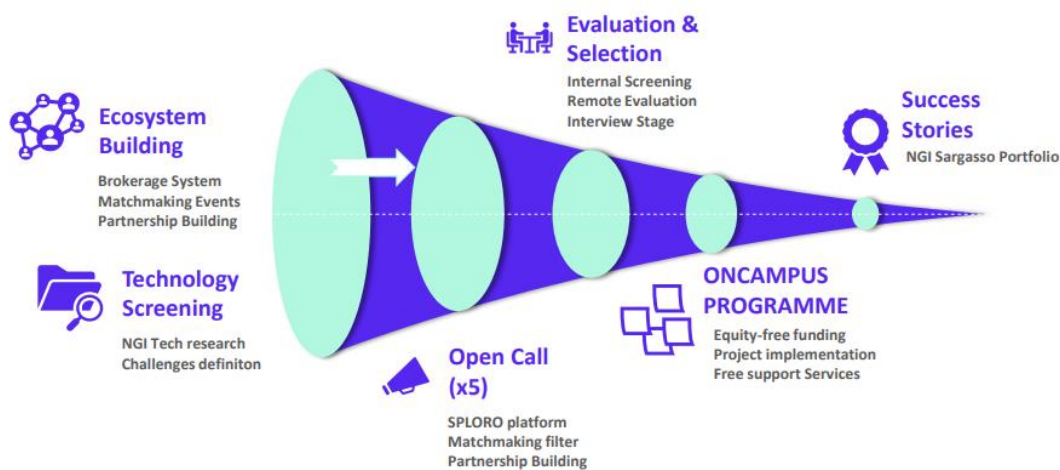


FIGURE 3. NGI SARGASSO'S METHODOLOGY

### 2.4.2 KER#2. Exploitation of the results of third-party experiments

As previously mentioned, the project is focused on supporting experiments and their missions to the USA and/or Canada. One of the two dimensions of the exploitation of results in NGI Sargasso is related to the developments by the funded third-party experiments: the aim of the funding and services provision is facilitating advance of technologies under the NGI framework.

### 2.4.3 KER#3. Community of transatlantic institutions and EU researchers

The second of the two dimensions of the exploitation of results in NGI Sargasso – described in Section 2 – is the Consortium and relies on building a community around the project with the USA and Canada which can leverage additional opportunities in the mid-term.

These specific activities will be developed collaboratively among the NGI Sargasso consortium partners, aiming to maximise the impact of project results, foster the adoption of next-generation technologies, and establish a sustainable community of institutions and researchers committed to innovation and transatlantic collaboration.

## 2.5 Exploitation plan

As mentioned in the previous section, NGI Sargasso will produce three Key Exploitable Results that can be exploited jointly or separately by the partners. Therefore, the strategy to exploit NGI Sargasso's results and ensure its sustainability in the mid/long-term is comprised both by general exploitation actions – joint actions by all the NGI Sargasso partners (ESF, SPLORO, AUSTRALO and MWBC) – and individual exploitation actions - focused on the role that each partner can play to exploit the results and ensure the project's impact and sustainability.

This initial exploitation plan is created early in the time plan in order to evolve along with the project and its developments, as well as to provide useful information about the foreseen exploitation.

For that reason, the partners have used the consortium meetings since the project's kick-off to this date, to work on the generation of ideas towards the development of an exploitation strategy that translates into specific and concrete exploitation actions. The discussions around the exploitation and impact topics focused on finding answers and concrete solutions to a set of questions that were built upon NGI's Sargasso's exploitation goals described previously in Section 2:

1. How can we leverage the NGI Sargasso methodology globally, namely the open call platform and the OnCampus programme, allowing it to be exploitable, i.e, used by different organizations to address decentralized and open-source challenges in the future? (related to **KER# 1**)



2. How to foster the adoption of the technologies developed in the project and strengthen portfolio of researchers, entrepreneurs, and technical partners (NGI Sargasso portfolio)? *(related to **KER# 1**)*
3. How to support the experiments to develop business & tech-transfer models? *(related to **KER# 2**)*
4. How will co-patenting and pre-agreement between parties on IPR (Intellectual Property Results) – be addressed after the programme, leading to a greater commercialization potential of the solutions developed by third parties? *(related to **KER# 2**)*
5. How to expand network of partners in both Atlantic regions (longer-term collaboration between the EU and North American entities for co-research and co-development), facilitating the uptake and validation of emerging technologies that drive the Digital Economy, namely in what refers to standardization)? *(related to **KER# 3**)*

Table 2 details the initial exploitation action plan for NGI Sargasso, built upon the three key exploitable results mentioned in Section 2.4, the project's main exploitation goals and the five questions/topics discussed by all the partners in the previous consortium meetings regarding exploitation, impact and sustainability of NGI Sargasso.





TABLE 2 – INITIAL EXPLOITATION PLAN FOR NGI SARGASSO

KER#	Key exploitable topics	Actions towards exploitation	Expected Impacts/KPI's <sup>4</sup>
<b>KER# 1</b>  <b>Exploitation of the Project methodology</b>	Continued development of the methodology allowing it to be used by different organizations to address decentralized and open-source challenges (partner: <b>SPLORO</b> )	<ul style="list-style-type: none"> <li>• “Outsource” the methodology to other initiatives (so far NGI Sargasso is the one providing longer training);</li> <li>• Sell the methodology to other NGI projects/teams (decentralised, other topics).</li> <li>• OnCampus programme (MoOc); videos of webinars; payment for certificate; IP rights of teachers.</li> <li>• Publish the evaluation process on an open-source platform.</li> <li>• Methodology shared with other initiatives (so far NGI Sargasso is the one providing longer training);</li> <li>• Create OnCampus: online repository (open platform so everybody can contribute)/database of: <ul style="list-style-type: none"> <li>◦ E-lessons; topics</li> <li>◦ Inspirational talks</li> <li>◦ Workshops</li> <li>◦ Experts, coaches, and mentors.</li> </ul> </li> </ul>	
	Establish contracts with public administration and companies interested in outsourcing the management of entrepreneurship programmes using the Sploro platform (partner: <b>SPLORO</b> )		
	Commercialization and ecosystem services to accelerate the adoption of the technologies developed in the project and strengthen portfolio of researchers, entrepreneurs, and technical partners (NGI Sargasso portfolio) (partner: <b>MWBC</b> )	<ul style="list-style-type: none"> <li>• Promote pilot projects and matchmaking with corporates.</li> <li>• Share experiments success stories/portfolio to explore adoption (evidence on how technology works).</li> <li>• Assess innovators on the exploitation of their projects and technologies (exploitation workshop).</li> <li>• Promote regular online webinars where our beneficiaries share their technologies and open the floors for international discussion.</li> <li>• Use the booklet to collect the technologies used.</li> <li>• Improve the brokerage platform to allow people register even if project is finished and their name is “automatically” published on the page.</li> </ul>	
	Seek and connect key partners for further technology development & exploitation (new financial instruments such as EIT Digital, InvestEU Fund and/or private investors) (partner: <b>ESF</b> )		

<sup>4</sup> As defined in Section 2.3

KER#	Key exploitable topics	Actions towards exploitation	Expected Impacts/KPI's <sup>4</sup>
<b>KER# 2</b>  <b>Exploitation of the results of third-party experiments</b>	Support the experiments to develop exploitation plans (business & tech-transfer models) <b>(All)</b>	<ul style="list-style-type: none"> <li>Add these topics to the OnCampus.</li> <li>Improve guidelines and create coaching method documents.</li> <li>Create/promote a "Train the trainers" toolkit/workshop.</li> <li>Create a "Portfolio support" (experiments pay consortium partners for future support).</li> </ul>	<ul style="list-style-type: none"> <li>Nr. of experiments supported that have already demonstrated relevant human-centric component <b>(30)</b></li> <li>Nr. of use cases analysed to gather results and produce recommendations <b>(20)</b>.</li> <li>Individuals or workers benefited from NGI Sargasso's trainings <b>(+216)</b>.</li> <li>Jobs created as a result of the NGI Sargasso project experiments <b>(+50)</b></li> </ul>
	Offer technology transfer services to support research organisations in the commercialisation of their results, through the identification of suitable funding programmes, technology transfer tools towards the creation of spin-offs by the beneficiaries (partner: <b>SPLORO</b> )		
	Co-patenting and, at least, pre-agreement between parties on IPR Trainings on this matter will be freely available for experiments in WP4 as part of the programme, leading to a greater commercialization potential of the solutions developed by third parties after the project completion <b>(All)</b>	<ul style="list-style-type: none"> <li>Promote IP training and co-patenting for third parties.</li> </ul>	
	Co-publications on the scientific subject targeted by the fellowship experience <b>(All)</b>	<ul style="list-style-type: none"> <li>Present and publish a detailed analysis on the NGI Sargasso Open Calls submissions and projects, focusing on their selected topics, contrasting with the overall NGI landscape. Related fora: NGI events, academic journals.</li> </ul>	
<b>KER# 3</b>  <b>Community of transatlantic institutions and EU researchers</b>	Develop and promote links between innovation and academic research, expanding its "college of experts" on cutting-edge ICT issues in the EU and internationally (partner: <b>ESF</b> )	<ul style="list-style-type: none"> <li>Use results from OC#2 - Canada about standardisation and link the results to their profiles as an example.</li> <li>Promote online networking events (pay ticket fee); pay to pitch and present.</li> <li>Build a supporting partners database (universities; public entities).</li> <li>Improve the brokerage platform for networking.</li> <li>Set up a hub to connect major open-source initiatives in EU-USA-CA through MoUs for collaboration.</li> <li>Invite NGI Sargasso participants to other ESF activities related to funding programmes that may concern cutting edge ICT research, via the ESF college of experts. This will communicate to interested parties' opportunities to engage with other funding initiatives in Europe and internationally.</li> </ul>	n/a
	Validate and engage with Internet innovators in the European market, expanding its networks and partners, and enhancing its On Campus programme to generate research partnerships and investment opportunities. (partner: <b>MWBC</b> )		
	Strengthen position in the European and international market, boosting		



KER#	Key exploitable topics	Actions towards exploitation	Expected Impacts/KPI's <sup>4</sup>
	cooperation with USA and Canada and expanding network of partners in both regions (longer-term collaboration between the EU and North American entities for co-research and co-development), facilitating the uptake and validation of emerging technologies that drive the Digital Economy (partner: <b>AUSTRALO</b> )	<ul style="list-style-type: none"> <li>• Encourage the publication of articles by Sargasso's grantees and provide coaching sessions about "<i>how to publish an article</i>";</li> <li>• Continue to share success stories on the ESF "College of Experts" newsletter sent once a year.</li> </ul>	

This plan will be continuously assessed, improved, and developed by all partners throughout the remaining duration of the project, and will be updated for the final version of this report - D5.7 *Impact Assessment & Exploitation report 2* – that will be submitted in M36.



### 3. Work done, next steps and monitoring

The task to which this deliverable refers - Task 5.4 *Exploitation of Knowledge and Sustainability* - kicked-off in January 2024 (M13) and is planned to be accomplished by M36, with NGI Sargasso's completion.

Thus, the work developed since M13 up until the submission of this deliverable, by M18, has focused mainly on the scouting of USA and/or Canada entities in order to building the NGI Sargasso EU-USA-CA community. Furthermore, the brokerage system available in the Sploro platform has been key to the matchmaking between EU and USA and/or CA entities.

The partners have also worked on the outline of the main exploitation actions towards impact and sustainability - which configures the very exploitation plan for NGI Sargasso, presented in Section 2.5 be implemented during and after the project's completion - and on the structure of this deliverable.

The work under the exploitation plan was built upon the three key exploitable results previously introduced in Section 2.4: the project's methodology, results of third-party experiments and community building of transatlantic institutions and EU researchers.

NGI Sargasso's exploitation and sustainability strategy aims to guarantee that the project outcomes are exploited during and after its lifetime. Therefore, this strategy needs to be adapted to the different stages of the project and consider that as the project progresses and the results are delivered, there will be a higher focus on results and exploitation activities. Deliverable D5.7 *Impact Assessment & Exploitation Report 2* (M36) will provide more detailed information about NGI Sargasso's impact assessment, exploitation and sustainability strategy and the actions that will be implemented after the project's lifetime.

In the coming months up until the end of the project, the partners will work towards the implementation of the proposed actions in the exploitation plan. NGI Sargasso's project activities are and will be continuously monitored, re-assessed and updated accordingly – if needed - as part of the ongoing management and monitoring of tasks and milestones throughout the remaining duration of the project to guarantee that it achieves the desired impacts defined in Section 2.3. The expected impacts and its KPI's will be discussed during the coming consortium meetings and updated in the final exploitation deliverable, *D5.7 Impact Assessment & Exploitation Report 2* (M36).

SPLORO (as exploitation leader) will continue supporting/guiding the internal discussions on exploitation impact and sustainability in the weekly partners meetings and will collect all the inputs from these discussions to continuously improve the planned actions.

Dissemination and communication tools (especially the project website, newsletters, social media, participation and conferences and relevant events) will be continuously used throughout the NGI Sargasso duration to disseminate the project's results and outcomes, leveraging the impact of the exploitation actions after the project's completion.

Table 3 summarises the main actions and activities undertaken from M13 until M18 towards exploitation and impact.

**TABLE 3 – ACTIONS/ACTIVITIES TOWARDS EXPLOITATION AND IMPACT SO FAR: STATUS FROM M13 TO M18**

KER	Actions / Activities	Results / Status
<b>KER# 1</b> <b>Exploitation of the Project methodology</b>	Continuous improvement of the NGI Sargasso's methodology: ecosystem building (matchmaking events, scouting, partnership building), Open Calls procedures (OC and evaluation guidelines, Sploro platform, evaluation and selection) and OnCampus programme kick-off phase.	Increasing visibility of the NGI Sargasso project through engagement and participation by all entities involved in the matchmaking and brokerage events, leading to a very positive number of proposals submitted on Open Calls #1 to #3.
<b>KER# 2</b> <b>Exploitation of the results of third-party experiments</b>	<i>n/a</i>	<i>n/a (there are no third-party experiments results as of this date)</i>
<b>KER# 3</b> <b>Community of transatlantic institutions and EU researchers</b>	<p>Brokerage system: matchmaking between EU and USA and/or Canada entities.</p> <p>Scouting of USA and/or Canada entities in order to building the NGI Sargasso community: contacts with NASA and other funding institutions in the USA and Canada.</p>	<p>USA and Canada entities who have shown interest so far:</p> <ul style="list-style-type: none"> <li>• <b>USA:</b> Arizona State University, Binghamton University, enter for IOT Engineering and Innovation – East Carolina University, Computer Science - Saint Louis University, Hydroinformatics Lab - University of Iowa, Department of Information Systems/SONG Lab - University of Maryland, Baltimore County, University of Central Florida, Bentley University</li> <li>• <b>Canada:</b> Canadian Institute for Advanced Research, University of Saskatchewan, Sherbrooke University, Institut National de la Recherche Scientifique, Univcan, Brock University, University of Waterloo, University of Alberta</li> </ul>



## 4. Conclusion

D5.4. *Impact Assessment & Exploitation Report 1* represents NGI Sargasso's first steps towards a successful exploitation of its results during the project lifetime and after its completion. This deliverable reflects the consortium's current views on the actions that will be undertaken during the project implementation with the main goal of exploiting the project results. In addition, this strategy is focused on the current NGI panorama, as well as on the particularities of the knowledge that is expected to be generated and the role that each of the project partners can play to exploit the results.

Considering that this document is being developed in an initial phase of the project (M18), D5.7 *Impact Assessment & Exploitation Report 1* (M36) is expected to provide a more detailed set of tools and activities since this document will be revisited and updated continuously during the project. Furthermore, D5.7 will provide a clear strategy for the exploitation of the three key exploitable results described in Section 2.4. This strategy will detail how NGI Sargasso will ensure the sustainability of its methodology, the experiments and the community of transatlantic institutions and EU researchers after the end of the project.

The NGI Sargasso project's first Open Calls have been a resounding success, attracting a diverse range of high-quality proposals, reflecting the current interests and capabilities within the European NGI community. This sets a promising precedent for future initiatives under the NGI Sargasso programme, highlighting the project's potential in driving innovation and development in the NGI sector.

The partners in the consortium dispose all the background expertise and capacity to achieve the targeted exploitation plan as mentioned above and accelerate the path to the targeted audiences/stakeholders.