A European Community of SMEs built on Environmental Digital Content and Languages

D4.2.2: Second version of the exploitation plan

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TABLE OF CONTENTS

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2.2.	22/05/2014	Ružica Bukša Tezzele (FG)	All	Final revision

2 Acronyms and abbreviations

Abbreviation	Name
BM	Business Model
DoW	Document of Work
EC	European Commission
EU	European Union
GIS	Geographic Information System
GUI	Graphical User Interface
ICT	Information and Communication Technology
INSPIRE	Infrastructure for Spatial Information in Europe
IPR	Intellectual Property Rights
ISA	Interoperability Solutions for European Public Administrations
LMO	Legally Mandate Organisation
SME	Small and Medium Enterprise
WP	Work Package
BPC	Best Practice Catalogue
UC	Use Case

3 Introduction

The INSPIRE Directive 2007/2/EC lays down a general framework for spatial data infrastructure (SDI) in Europe to support Community environmental policies, and policies or activities which may have an impact on the environment. Its prime objectives are data exchange, data sharing and data re-use for effective governance and policy-making purposes. Spatial data infrastructure will enable the sharing of environmental spatial information among public sector organizations and better facilitate public access to spatial information across Europe.

The Directive addresses 34 spatial data themes needed for environmental applications. To ensure that the spatial data infrastructure of the member states are compatible and usable in a Community and transboundary context, the Directive requires that common implementing rules are adopted in a number of specific areas such as metadata, data specifications, network services, data and service sharing, monitoring and reporting.

Making data available according to the INSPIRE standards in 30 countries using 22 languages requires specific skill sets that few public authorities have. The management of this content represents an opportunity for small and medium enterprises active in this sector.

Small and medium enterprises can enable countries to fulfill the Directive creating new market opportunities with increased potential for innovation and new jobs. The INSPIRE implementation becomes the entry-point for crucial business opportunities, opening new or reinforcing existing perspectives (including Linked Open Data, Sensor Web, Cloud computing and other e-environmental application domains).

The purpose of smeSpire project was to encourage and enable the participation of small and medium enterprises in the mechanisms of harmonizing and making large-scale environmental content available.

It should be noted that this second exploitation plan is based on the information provided in the first exploitation plan of smeSpire project. Therefore, some activities are explained in a more detailed way in the previous deliverable (D.4.2.1) and interested readers are kindly asked to read it as a background. The key objective of this deliverable is to define and establish suitable dissemination and exploitation actions that smeSpire will undertake in order to ensure its success and sustainability after its contractual end.

The second exploitation plan contains two main parts: the first one contains the results of activities that have been done during the last 24 months, and the second one contains a description of how the outcomes of this project are intended to be exploited after the project end.

4 Exploitation made during the project lifetime

The results of smeSpire project can effect real change at micro level, in the lives of individuals and groups, and at macro level by influencing system policies. Therefore, the means of exploiting results are varied and differ in complexity, tending to be simpler at end-user level and more complex at policy level.

After 24 months of project activities, some concrete outputs have come out:

- assessment of market potential (in 12 EU member states) for geo-ICT[1] small and medium enterprises in relation to INSPIRE;
- a database containing information about the geo-ICT SMEs in Europe;
- a network of SMEs and other institutional stakeholders;
- the creation of a Best Practice Catalogue;
- an e-learning training platform;
- communication channels have been used in order to disseminate project news and activities, especially those one related to the smeSpire days, training workshops etc.

It is worth noting that the smeSpire network, on 19 May 2014, had 524 members, of which 406 are Geo-ICT SMEs and 118 belong to other types of organizations such as large enterprises, universities and research centres, public authorities or single professionals. The majority of members come from Italy, Germany, Slovakia, United Kingdom and Spain.

E-learning training platform had 526 users with the access rights and 58 users already enrolled to smeSpire courses. It also offered:

- 16 training modules;
- 9 web lectures;
- 4 exercises and data for hands on training;
- training modules description available in 10 languages.

In order to exploit the project results, target groups need to understand exactly how the results meet their needs and how they can be transferred to their situation. The dissemination of results is particularly important as best practices can have an influence on policy-making and thus reverberate through future initiatives. Target groups, such as already established geo-ICT SMEs, new entrant SMEs in the geo-ICT domain (start-up SMEs and already established ICT SMEs, looking for new business opportunities) have been identified as the final end-users to adopt or apply the results of the project, and potentially benefit from the knowledge produced.

4.1 Dissemination activities

An important role in dissemination of project results has been networking with all relevant stakeholders, building liaisons and attending events such as conferences and seminars, providing an ideal opportunity to showcase the results and also leading to fruitful contacts to enhance networking and clustering. Moreover, a smeSpire challenge has been organized in order to stimulate new business ideas

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[1] Geographic information and communication technologies (geo-ICT) are the end result of the combination of geographic information such as spatial, geologic, geodetic to name but a few, and information and communication technology. Geo-ICT includes geographic information systems (GIS), land information systems (LIS), spatial decision support systems (SDSS), spatial data infrastructures (SDI), and spatial information infrastructures (SII).

originating from the INSPIRE implementation process having geo-ICT SMEs as key players. The multiplication effect of this mechanism is ensured starting from the preparation of the call text, continuing with advertisement campaign and ending with a public award at the INSPIRE conference, the most important event at the European level related to INSPIRE.

Furthermore, printed publications, such as newsletters, press releases, articles, brochures and leaflets, have been used in order to disseminate project results. Project website is the main dissemination tool and has been actively promoted and publicized, with mutual linking with websites in complementary fields. Dissemination events, including training workshops (which are considered the most important tool to transfer knowledge gathered within the project) have also been organized in each of the 12 participating countries.

The following table shows the list of used dissemination tools and their values on 19 May 2014:

Dissemination tool/channel	Indicator	Value on 19/05/2014
www.smespire.eu (monitoring started on 9 Dec 2013)	Total news published	121
	Number of visitors	6.865
	Number of sessions	13.568
	Number of page views	47.582
	Country with more visits	Italy (31,50%)
@smespire Twitter account	Twitter followers	134
	Tweets	314
	Following	159
smeSpire YouTube channel https://www.youtube.com/user/MrSmespire	smeSpire videos	9
	smeSpire playlist videos	12
	smeSpire video visualizations	727
smeSpire Slideshare channel http://www.slideshare.net/smespire	Number of Presentations from smeSpire	43
	Total views	11.144
	Followers	13
smeSpire Group on INSPIRE Forum http://inspire-forum.jrc.ec.europa.eu/pg/groups/97587/smespire/	Total members	13
	Total discussions/posts	3
	smeSpire video visualizations	999
smeSpire linkedin account https://www.linkedin.com/groups?gid=4514739	Members	191
	Total discussions	45
smeSpire Newsletter	Issues	16
	Number of subscribers	2422
smesSpire Dissemination Material http://www.smespire.eu/publications/	Number of publications	41
	Downloads for the "study on the geo-ICT sector in Europe (integral)"	483
	Downloads for the "study on the geo-ICT sector in Europe (short version)"	856

Table 1 – Dissemination tools and their values

Summarising the data from Table 1, it could be noted that project website is one of the most important dissemination tools. It had around 7,000 visitors with more than 47,000 page views. The majority of visitors come from Italy (31,50%). Regarding the website content, it is worth mentioning that there are

present 148 news posts, 326 pages (including translations) and 19 languages (translation completed at 80%).

Top five downloads from www.smespire.eu/publications:

- Study on the geo-ICT sector in Europe (short version): 857
- Study on the geo-ICT sector in Europe (integral): 486
- smeSpire project Fact Sheet v2: 352
- ESRI European User Conference 2012: smeSpire presentation: 345
- INSPIRE workshop at JRC: smeSpire overview presentation: 303

smeSpire Slideshare channel is also very important for this project as there were 43 published presentations from smeSpire with more than 11,000 total views. Follows LinkedIn account with 191 members and 45 discussions. Other social media such as Twitter account, YouTube channel, smeSpire group on INSPIRE forum and LinkedIn account are used, and they reached pretty good significance as dissemination tools.

There were also 16 newsletter issues during the project lifetime and 41 publication of diverse dissemination material.

The following table shows data related to newsletter issues:

Title	List	Send date	Newsletter link
smeSpire newsletter #1	smeSpire general list	Dec 14, 2012	http://eepurl.com/r0bUv
smeSpire newsletter #2	smeSpire general list	Feb 20, 2013	http://eepurl.com/unHVT
smeSpire newsletter #3	smeSpire general list	Mar 19, 2013	http://eepurl.com/wPp15
smeSpire newsletter #4	smeSpire general list	Jun 19, 2013	http://eepurl.com/A881n
smeSpire Network news #1	smeSpire Network	Sep 26, 2013	http://eepurl.com/FV9if
smeSpire Network news #2	smeSpire Network	Sep 30, 2013	http://eepurl.com/F7_xr
smeSpire Network news #3	smeSpire Network	Oct 08, 2013	http://eepurl.com/GB1Sb
smeSpire Italia news #1	smeSpire Italy general list	Oct 11, 2013	http://eepurl.com/GOA21
smeSpire newsletter #5	smeSpire general list	Oct 16, 2013	http://eepurl.com/G41dn
smeSpire Network news #4	smeSpire Network	Oct 27, 2013	http://eepurl.com/HH1gv
smeSpire Italia news #2	smeSpire Italy general list	Nov 06, 2013	http://eepurl.com/IkIK1
smeSpire Italia news #3	smeSpire Italy general list	Nov 29, 2013	http://eepurl.com/JM6D5
smeSpire Network news #5	smeSpire Network	Jan 21, 2014	http://eepurl.com/MJEOP
smeSpire Network news #6	smeSpire Network	Feb 06, 2014	http://eepurl.com/NS_nD
smeSpire Network news #7	smeSpire Network	Feb 14, 2014	http://eepurl.com/Or3nH
smeSpire Network news #8	smeSpire Network	Mar 10, 2014	http://eepurl.com/P30U1

Table 2 – Newsletter issues during the project lifetime

smeSpire newsletter is a very significant dissemination tool as it has almost 2500 subscribers and reaches large audience thanks to its digital format.

Another important dissemination tool has been represented by the Deliverable D1.3 (Study of the geo-ICT sector in Europe): apart the number of downloads reported above, the English short version has been translated by all partners in their languages and disseminated at national and local level and editorial version in English has been prepared, printed in 1.000 copies and widely disseminated during international events.

4.1.1 Press releases

Press releases have an important role in dissemination activities. As it could be seen from the table in Annex 1, a number of diverse press releases have been done during the project lifetime. Websites represent the most important type of media for publishing new content and spreading the word about smeSpire project and its activities. Epsilon Italia has reached a great number of people with its newspaper article published in "Il Sole 24 Ore" (the numbers speak about 50,000 people). Spanish partner, Trabajos Catastrales S.A., also obtained great results with its press releases. It did a lot of dissemination activities by website, magazine and e-bulletin. Using only the website and magazine, Trabajos Catastrales S.A. reached around 150,000 people in a month, and represents one of the most significant partners in dissemination activities for the smeSpire project. Paragon Ltd. has also reached a great number of people by its newspaper article, published in Malta Today.
University of Leuven has done several press releases in paper magazines, and reached approximately 12,000 people.
Other partners relied more on website for publishing new content related to smeSpire project as, at the end, the website represents a dissemination tool that reaches the largest public in the shortest period of time, especially when it is connected with social media.

4.1.2 Dissemination events at national level

During the project lifetime, project partners have participated to a number of events at national level (see Annex 2). One of the most important for the smeSpire project was Esri conference, organized in Prague (Czech Republic) in 2012 and 2013, where approximately 1.800 people have participated. Other important event is Asita 2012, organized in Vicenza (Italy) in November 2012, where 600 people have participated and heard about the smeSpire project. The most events, where the smeSpire project has been presented, were organized in Germany (5 events, where 258 people were present) and Lithuania (4 events, where 530 people were present). Looking at the type of dissemination activity, the most were organized meetings, roundtable discussions, presentations, workshops and webinars.
Epsilon Italia has been included the most in dissemination events at national level. It has participated to five webinars, three conferences and one online hackathon. The Slovak Environmental Agency and Prof. Schaller Umweltconsult GmbH have also been very active in dissemination activities at national level, participating in conferences, roundtable discussions and workshops.

4.1.3 Dissemination events at international level

Dissemination events at the international level have a big importance for the smeSpire project. They gather stakeholders from both, academic institutions and professional organizations as well as policy makers from local governments and international agencies. In Annex 3 are listed all the international events where smeSpire project has been presented and promoted. The most important events are AERO 2014 e AERO 2013, both held in Fiedrichshafen (Germany). The 2014 edition had more than 33,000 visitors, while the 2013 edition had more than 20,000 visitors. Another event of great importance for smeSpire project was Intergeo 2012, held on 9 October 2012 in Hannover (Germany) where approximately 16.000 people participated. This event is of great importance as the partner Prof. Schaller Umweltconsult GmbH met with geo-ICT associations, distributed promotional material and made contacts with geodata providers and GIS consulting companies. As far as it concerns the project partners, the Prof. Schaller Umweltconsult GmbH has been the most active in promotion of smeSpire project activities; it participated to 13 events at international level, including conferences, meetings and

forums. Epsilon Italia also obtained great results; it has participated to 13 events at international level, including conferences, meetings and workshops.

Regarding the type of dissemination activities, the most were used networking and dissemination of project information to the conference and meeting attendees, distribution of promotional material and oral presentations on diverse workshops.

4.2 Networking activities

The networking activities carried out during the project lifetime aimed at:
- a geographic expansion of the smeSpire network in other EU Member States (beyond those represented in the consortium) and also outside Europe;
- an expansion of the smeSpire network in vertical application domains, like energy, transports, health and many others, which use geospatial information independently of the role it has in their businesses;
- establishing connections with Geographic Information related policies and initiatives at European level.

This threefold objective was achieved by means of:
- adhesion of new members to the network;
- liaisons with organizations representing collective interests allowing to multiplying the smeSpire dissemination and exploitation toward their members;
- mention of smeSpire in official documents of Geographic Information related policies and initiatives ad European level.

Formal liaisons have been established with the following eleven project consortia:
1. ArcFUEL (www.arcfuel.eu);
2. eENVplus (www.eenvplus.eu);
3. GeoSmartCity (www.geosmartcity.eu);
4. LIFE+IMAGINE (www.life-imagine.eu);
5. LINKVIT (www.linkvit.eu);
6. iScope (www.iscopeproject.net);
7. iLocate (www.i-locate.eu);
8. Sunshine (www.sunshineproject.eu);
9. c-Space (http://www.c-spaceproject.eu/);
10. SLOPE (http://www.slopeproject.eu/);
11. PublicaMundi (www.publicamundi.eu).

Formal liaisons have been established with the following organizations:
1. CEN/TC 287 - Technical Committee for Geographic Information of European Standardization Body (www.centc287.eu/);
2. EEN – European Enterprise Network (http://een.ec.europa.eu/), through one of its regional nodes (Consorzio Spin);
3. ATIGN - Association Tunisienne De L'Information Geographique Numerique (http://www.atign.org.tn/).

Memorandum of Understanding have been signed with the following organizations:

1. EBPC – European Business Promotion Center, Shanghai (China), which supports European SMEs entering the Chinese market;
2. SIBA - Spatial Industries Business Association, Canberra (Australia); SIBA members are private sector business entities in the spatial industries throughout Australia and New Zealand (www.siba.com.au).

Informal cooperation agreements have been established with the following organizations:

1. HUNAGI - Hungarian Association for Geo-information (http://www.hunagi.hu/new/);
2. Afigeo – Association Française pour l'information Géographique (www.afigeo.asso.fr/);
3. Association of Engineers of Province of Cosenza (IT) (http://www.ordineingegnerics.it/).

Cooperation agreements with the following organizations are under finalization at the time of delivery of this report:

1. EUROGI – European Umbrella Oganization for Geographic Information (www.eurogi.org/);
2. EARSeL – European Association of Remote Sensing Laboratories (www.earsel.org/);
3. Italian National Association of Agronomists and Foresters (www.conafi.it).

Cooperation agreements with the following projects/actions are under finalization at the time of delivery of this report:

1. EULF – European Union Location Framework (http://ec.europa.eu/isa/actions/02-interoperability-architecture/2-13action_en.htm), an action of the ISA Programme of the European Commission - Interoperable Solutions for Public Adminsitrations (http://ec.europa.eu/isa/index_en.htm);
2. ARE3NA - Reusable INSPIRE Reference Platform (http://ec.europa.eu/isa/actions/01-trusted-information-exchange/1-17action_en.htm), another action of the ISA Programme;
3. ELF - European Location Framework, an ICT-PSP project (www.elfproject.eu/).

4.2.1 Mention of smeSpire in official documents of Geographic Information related policies and initiatives at European level

In this subsection are reported two important mentions of smeSpire in two official documents of Geographic Information related policies and initiatives at European level, highlighting a big achievement for the project in this respect.

INSPIRE Mid Term Evaluation and smeSpire
In the following it is reported an excerpt of the Mid term Evaluation Report of the INSPIRE Directive, in which smeSpire is mentioned at the end:

"According to Article 23 of the INSPIRE Directive, the Commission has to present by 15 May 2014 and every six years thereafter a report on the implementation of INSPIRE to the European Parliament and to the Council. This report has to be based, inter alia, on reports from the Member States.

According to the Communication on Evaluation[2], such a report on the implementation of INSPIRE should reflect the findings of a formal policy evaluation. The purpose of a 'policy evaluation' is to judge the results and impacts of legislation/regulation against the desired effect of implementation and covering all types of interventions/actions in a broad sense.

*There are different types of policy evaluations (ex ante, interim, ex post, ad hoc). Given the status of implementation of INSPIRE, the purpose of this policy evaluation is to obtain an **interim assessment**.*

An interim policy evaluation assesses whether the actions already underway are still on course to meet their objectives. It should provide an opinion on the relevance, consistency, economy, efficiency, effectiveness, added value and sustainability of the INSPIRE policy actions, evaluated in the light of their objectives and the status of their implementation. It aims to arrive at a judgement as to remedial action that might be necessary to adapt current approaches so that they align better - in the light of a changing environment - with the achievement of the original objectives of INSPIRE and its implementing rules.

The general objectives of the INSPIRE interim policy evaluation are therefore:

- *To assess whether the objectives of INSPIRE continue to be relevant vis-à-vis the problems addressed;*
- *To measure the delivery of initial outputs, the early effects, the cost-effectiveness and efficiency of INSPIRE;*
- *To verify that resources invested have been converted into tangible and proportionate results which contribute to achieving the objectives of INSPIRE.*

*To this end, **general evaluation questions** should encompass a number of key (generic) issues**: relevance** (objectives of INSPIRE still pertinent to the needs?), **coherence** (is INSPIRE not contradicting other initiatives with similar objectives?), **economy** (are resources available?), **effectiveness** (to which extent have objectives been achieved), **efficienc**y (objectives achieved at reasonable costs?), **sustainability** (will positive actions from INSPIRE have a lasting effect?), **utility** (do the effects of INSPIRE respond to concrete needs?) , **consistency** (are there positive/negative spill-over effects of INSPIRE in other environmental, social and economic policy areas?), **acceptability** (the extent by which stakeholders accept/welcome/approve/disapprove the policy and its different instruments?).*

Issues like coherence, utility and sustainability are less relevant for an interim policy evaluation. However, already at the interim stage of INSPIRE certain effects may be noticeable. The policy evaluation report on the implementation of INSPIRE addresses therefore the following general evaluation questions:

1. *Have the initial problems which INSPIRE intended to address evolved and in what way?*
2. *Are the objectives of INSPIRE still relevant to the problem? Do they need to be reviewed?*
3. *Are the actions of INSPIRE, still appropriate or do they need to be modified?*
4. *Are changes (positive and negative) from the initial situation attributable to the implementation of INSPIRE?*
5. *Are results achieved so far commensurate with the means put forward and in line with the ones expected from the ex-ante evaluation of INSPIRE?*

In addition, the reporting on implementation of INSPIRE should take into account Communication COM(2013)685 final from 2 October 2013 (REFIT) in which the Commission set out the modalities for a comprehensive review of the legislation, including the INSPIRE directive as one of the pieces of legislation for a REFIT check. REFIT requires addressing a number of additional general evaluation questions:

1. *What kind of administrative burden and costs for public authorities and other public users (enterprises including SMEs, private citizens etc.) have been identified?*
2. *How can burdens and costs identified to the users best be minimized or eliminated?*
3. *What would be the estimated value of saved administrative costs for public authorities and other public users?*
4. *Which gaps or inconsistency in the measures and working methods of INSPIRE have been identified?*
5. *How can the INSPIRE directive and implementing rules be modernized and made less bureaucratic for the users?*
6. *What could make INSPIRE even more value for money to the users?*

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[2] Communication on evaluation of 26 July 2000 (SEC(2000) 1051) and the Communication on the implementation of activity-based management (ABM) of 25 July 2001 (SEC(2001) 1197/6&7)

7. What is the EU-added value of INSPIRE in comparison to Member States activities?
smeSPIRE provides input to addressing Question 5 of the general Evaluation Questions and Questions 1 and 6 of the REFIT questions above. The draft Report will be presented at the 2014 INSPIRE conference."

EULF and smeSPIRE
smeSpire is mentioned in the EULF Strategic Vision document (v0) http://ec.europa.eu/isa/actions/documents/isa-2.13_eulf-strategic-vision-lite-v0-3_final_en.pdf
In the table 1 at pages 7 and 8 smeSpire is listed as a "Core Stakeholder Group" with the nature of the engagement expressed as "INSPIRE impact assessment, potential stakeholder group for EULF consultation, potential re-use of training package".

5 Exploitation plan

Exploitation can be defined as the planned process of transferring the successful results of the project to appropriate decision-makers, of convincing individual end-user to adopt/apply the results of the project and of targeting end-user groups in order to multiply the adoption/application of the project results within their communities. Some of the exploitation mechanisms have already been used during the project lifetime such as transfer of knowledge (best practice, training actions) and networking (with relevant stakeholders, building liaisons and attending conferences, seminars etc.).

The exploitation strategy is based on project results (creation of smeSpire network, database, BPC, training platform, business model and communication channels), and is aiming to disseminate the project results, deploy products and services, and build a community which focuses on geo-ICT SMEs, but includes also other stakeholders like research centres, local authorities, environmental agencies, no-profit associations and individual consultants, all involved in the implementation of the INSPIRE Directive.

The present exploitation plan defines the main steps to be done after the project end and provides answers to the following questions:
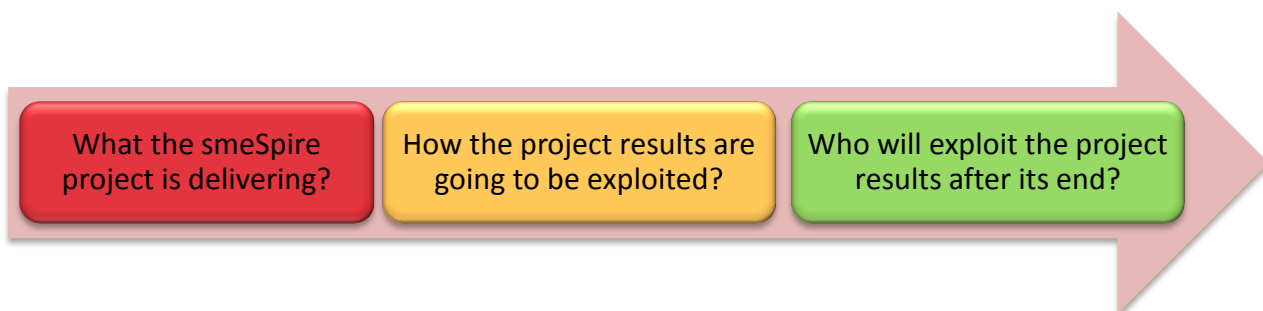
The following sections will try to give an answer to the aforementioned questions.

5.1 Project outcomes

The exploitation is a process that reaches beyond the life of the project in order to sustain its results. There are five main outcomes from the smeSpire project which are intended to be exploited, and each of them is accessible through the project website.
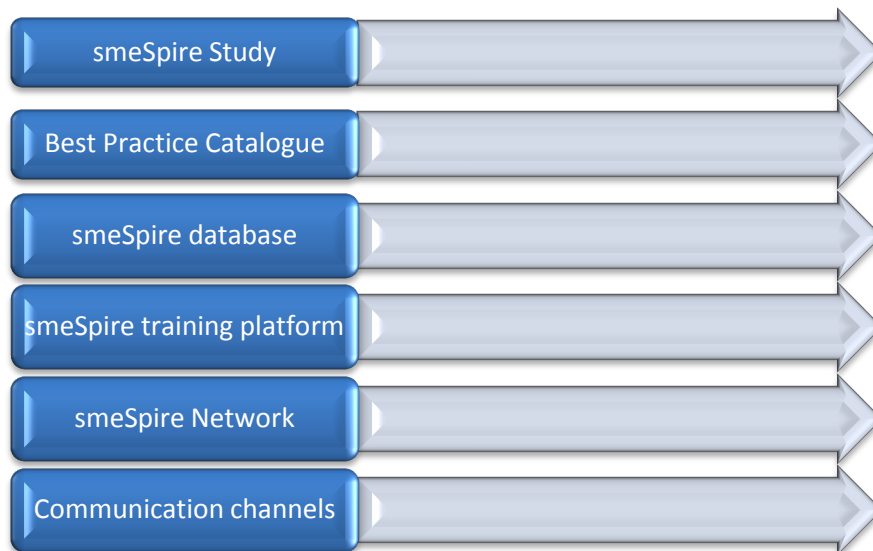
Figure 1: Main outcomes from the smeSpire project

In the following subsections a short description of the five outcomes is provided.

5.1.1 The smeSpire Study

It is the first study about Geo-ICT private sector at European level: it provides an in-depth analysis and comparison between private companies and how they relate to INSPIRE Directive.
The study's primary objectives were:
- assessing the market potential for Geo-ICT companies in relation to INSPIRE
- characterizing obstacles for Geo-ICT companies to enter this market, with focus on knowledge gaps and training needs

The study was carried out in four stages:
- desk research using published statistics to describe the Geo-ICT SME sector and its context
- on-line survey to establish an overview of targeted Geo-ICT SMEs in 12 Member States
- in-depth interviews to establish the detailed circumstances of the targeted Geo-ICT SMEs
- workshops where results were discussed and validated in a collaborative approach.

299 companies participated in the survey from more than 18 countries in Europe; information about Geo-ICT companies and INSPIRE was also collected through 113 physical in-depth interviews (also involving INSPIRE National Contact Points as well as representatives from Legally Mandated Organisations and National Geographic Associations.
The conclusions from the study provide a strong basis for future discussion on the relationship between the Geo-ICT SME sector and INSPIRE. A number of recommendations have been made as part of the study. These are intended to provide the basis for discussion and agreement among the partners of the smeSpire project and beyond.
On this basis, it is considered that this research study has contributed significantly to a better understanding of both the European Geo-ICT sector and the developing implementation of INSPIRE.

5.1.2 The smeSpire Best Practice Catalogue

Best Practice Catalogue (BPC) is a public, searchable and structured repository of products, services,

projects, tools, procedures, methods and experience of the geo-ICT SMEs in Europe. It is a showcase enabling a geo-ICT marketplace from both the offer and the demand sides.

The Best Practices are collected into an on-line catalogue allowing the visualization of the details of each Best Practice. The connection and the synchronization between the catalogue and the Database are particularly useful to allow a direct linkage between the experienced best practice and the details of its author.

The details of the Best Practice Catalogue development and implementation are contained in the deliverables of WP3.

5.1.3 The smeSpire Database

It is a public, searchable and structured repository of information on the characteristics, activities and competencies of geo-ICT stakeholders in Europe. It enables complex business intelligence studies and analyses, useful to extract real indicators and to map competences from geo-ICT SMEs across Europe.

In addition, new functionalities related to job offers/requests enable a virtual labour marketplace which will facilitate the matching between offer and demand of geo-ICT jobs.

The strategic idea underlying the smeSpire database is that Europe still lacks of a comprehensive directory of geo-ICT SMEs. Therefore a structured repository of geo-ICT SMEs data (like legal name, points of contact, localization, competencies, etc.), combined with functionalities made available by means of a web application (like simple or advanced search) represent a key asset for the project, even beyond its lifetime, useful to map competencies of the geo-ICT SMEs across Europe and allowing also many other uses.

Particularly relevant was the activity carried out within the WP1 and related to the collection of geo-ICT SMEs data by means of an on-line survey, filled-in by about 250 SMEs of 18 EU Member States, with the purpose of collecting information useful to assess the market potential for the geo-ICT SMEs in Europe, together with their skills, their knowledge gaps and their level of innovation, according to WP1 objectives.

But, at the other hand, part of the data collected during the survey (in particular those non sensitive and agreed by the SMEs themselves to be made publicly available in a database) represent the initial content of the smeSpire database, particularly useful in order to immediately enable the functionalities of the related web application.

A very important result achieved during this first period was the thorough analysis of the three ISA Core Vocabularies (People, Locations, Businesses) and the integration of their data models into the smeSpire database overall data model.

Even though this integration was not required in the DoW, it has been considered strategic in order to establish synergies with and to implement re-use best practices of other EU related initiatives.

In addition, efforts dealing with the integration of the smeSpire database and related web application with the other important result of the project represented by the smeSpire Best Practice Catalogue (developed in the frame of WP3) have been spent, both from a technological point of view and from an end-user usability/accessibility point of view.

Technical details of the database structure and of the related web application are provided in the deliverable D4.5.

5.1.4 The smeSpire Training Platform

The smeSpire Training Platform is a tool supporting geo-ICT SMEs Community to acquire knowledge and skills on INSPIRE and on the related implementation issues.

It aims to collect, organize and deliver the smeSpire training contents and information in the form of training material available on an e-learning platform.

The smeSpire Training is based on the following structure:

1. The Training Package, which describes the training offer and related learning paths. Each course/module is detailed through meta-information about the related training contents and the way to access them.
2. The e-Learning platform, which constitutes the infrastructure that hosts the training modules and the related e-learning tools. These tools offer functionalities such as course administration, provision of online lectures, monitoring of performance etc.
3. The Training material organized in training Modules, detailed in the metainformation included in the Training Package and developed according to the vocational training curricula described in the deliverable D2.1, which allow users to build their own customized learning paths in order to become proficient in implementing different business processes related to INSPIRE.

The Training Platform is made accessible through the project website. Metadata information on the Modules offered will be accessible to the general public, while access to the training material is reserved to the members of the network, so the adhesion to smeSpire network is a prerequisite prior to the fruition of the Modules.

Such a tool will be of particular importance to support the development of the SmeSpire Network.

On top of the developed training material, several Training actions can be organized by or in cooperation with the smeSpire Project.

In a short term perspective, the plan is to extend the available training material and training actions to as many stakeholders as possible, with the aim of making our training material a reference for INSPIRE training devoted to SMEs across Europe.

Another strategic point will be the maintenance of the material and cooperation with the INSPIRE Team to provide a direct support to the practical implementation of INSPIRE.

Exploitation of the smeSpire Training is also depending on the willingness of the academic and technological partners mainly involved in the training process to keep the training material updated and also to create the possibility to organize training actions at local and national level.

5.1.5 The smeSpire Network

It is a network consisting, at 19/05/2014, of 524 members, distributed in the following way:

- in terms of geographical distribution: 508 from 27 EU Countries and 16 from non-EU countries;
- in terms of typology of their organizations: 406 SMEs, 4 Large Enterprises, 32 Public Bodies, 27 individual consultants, 33 Universities and Research Centres, 8 no-profit organizations and 14 missing to indicate their typology.

The network members aim at sharing their complementary expertise and therefore reducing their efforts in overseeing the geo-ICT technological challenges. The Network expansion in geo-ICT vertical application domains, as well as in countries outside Europe, represent also good business opportunities for its members, aiming at bridging the gap between the INSPIRE driven demand of environmental digital data and the industry-driven offer of geo-ICT solutions.

5.1.6 The smeSpire communication channels

The main project communication channel is the website www.smespire.eu, consisting of the main access point to the project resources.

Complementary to the website are the LinkedIn, Twitter, YouTube and SlideShare social channels of the project, while the smeSpire dissemination toolkit provides a series of communication tools useful to implement the exploitation strategy.

smeSpire will continue to leverage on Web 2.0 tools to effectively advertise its activities, to keep updated the community of stakeholders and to collect feedback from them. Supporting the community and involving new players is extremely important, as it will produce cumulative effect and reach a very large number of key players.

5.2 Recommendations for the exploitation of the project outcomes

In this section are summarized few recommendations for the exploitation of the different project outcomes, based on the experience of the partners who designed and implemented them and from the feedback collected by their users.

5.2.1 Recommendations for the smeSpire Study

The methodology successfully applied within the project can be easily applied in the future to achieve a twofold objective:
- to update the data collected during the survey subject to a temporal dependency, in order to build temporal trend and enable multi-temporal analyses;
- to extend totally or partially the survey to other vertical domains, like transport, energy, nature conservation and many others.

5.2.2 Recommendations for the smeSpire Best Practice Catalogue exploitation

The ability to access this database of knowledge and information must be seen as a positive opportunity for smeSpire members to learn from their peers. Furthermore, the proven success of the Best Practice Catalogue as indicated in the deliverable D3.3, and in the recognised utility that corresponds with the public demonstration in the smeSpire workshops, will ensure that smeSpire partners and members of the smeSpire Network will continue to utilize and contribute to the BPC, ensuring that the Catalogue lives beyond the end of the project.

There is significant variation in the content of each submitted best practice and for this reason it is primarily the meta data that has been analysed. Further analysis of the content of the submissions may identify a preferred template for a submission but it is stressed that the role of meta data to describe the best practice and allow its classification has been of great value. From the analysis presented in D3.3 it can be seen that some meta data should be added to give greater awareness of the footprint of the INSPIRE penetration and to be able to highlight areas that may require greater attention in the future.

More in details, regarding the BPC structure, the catalogue could be extended with an additional functionality so users can suggest new code lists or items to already established code-list.

Regarding accessibility and discovery of BPC:

Some months ago the Slovakian partner asked for a service which they can include in Slovakian Agency Web site. They requested a service able to extract through an API only best practices submitted from Slovakia. Currently, BPC has a similar functionality but the returned result is within BPC GUI.

So, based on this example, BCP could be further extended with a machine-to-machine API for requesting information by parameters. For example by Country, by some of the code lists, by number of views.

The information can be returned for re-use in one of the common formats, for example, json, xml.

A more substantial change could consist in the introduction of a mechanism for the approval of the Best Practice once uploaded in the catalogue and before to be made publicly available, for instance according to the procedure included in EN-ISO 19135. Today there is not any approval mechanism and the ranking of the Best Practices is simply made by the number of views combined with the positive scores given to the visited BP.

5.2.3 Recommendations for the smeSpire database exploitation

Recommendations can be identified in three different topics:

1. Database structure;
2. Information accessibility and discovery;
3. smeSpire Network exploitation.

Database structure
The online survey conducted during the WP1 allowed the smeSpire consortium to get information that was used as input for the creation of the deliverable D1.1 – Study Report Guidelines.
For privacy reasons, this collected information has not been included in the current version of the database and its structure was designed focusing only on public domain data.
Allowing the smeSpire Database to store and manage this information, more advanced business analysis could be performed.

Information accessibility and discovery
Related to the previous database structure improvements, information accessibility and discovery can be improved allowing stakeholders with different user profiles to execute and visualize results of the new business analysis queries defined in the previous section.
Another important improvement can be achieved presenting results not only in a tabular way but, based on the executed query, in a graphical way whenever applicable.
Exporting data in XLS format could allow user to merge queries results with its own datasets to create new information.

smeSpire Network exploitation
Knowing the contact details and the profiles of a large amount of small and medium enterprises focused on vertical domains can be of great importance for other geo-ICT related European and commercial projects: the smeSpire Network can therefore be involved to launch a set of questionnaires that will be used to get feedback, suggestions and opinions, or disseminate/exploit project results through the use of the smeSpire other communication channels.

5.2.4 Recommendations for the smeSpire training platform exploitation

Recommendations can be identified in three different topics:

1. Maintenance of the training offer;
2. Accessibility and usability;
3. Exploitation strategy.

Maintenance of the training offer
The main training-related tasks after the end of the project will be based on the potential improvement and/or extension of the smeSpire Vocation Training Curricula developed by smeSpire, which, in its actual version, is, nowadays, one of the most complete catalogue of educational resources on INSPIRE.
The training modules will be improved and updated when new content will become available, focusing on content relevant to INSPIRE implementations.
In terms of improvement, the available mechanisms to receive trainees' feedback from the e-learning platform will be of great help.

New courses should be added coming from the smeSpire partners or other training initiatives linked to EU projects with which the project has established a liaison. In this sense it is important to highlight the role of the partner GISIG in the exploitation strategy of the smeSpire training. One of the most important line of activity of the GISIG Association deals with Training in the GI field and addressing the new EU legislative and policy context of environmental data and data management (e.g. INSPIRE, SEIS, Water Framework Directive, etc.) supported by GI standardisation (CEN/TC 287), where the needs for training are continuously growing.

The smeSpire Training platform is part of a wider Training Infrastructure for "INSPIRE and EU GI related initiatives" (developed by GISIG in the context of the Leonardo da Vinci VESTA-GIS project) that hosts e-learning courses from different European projects. This fact not only ensures the continuous maintenance of all the smeSpire training resources but also the possibility to enrich the training curricula available.

Accessibility and usability

One of the main commitments of the project from the educational point of view has been and will be the use of the most modern and efficient techniques and means for the dissemination and provision of the training products.

Today, all the network members can access the infrastructure hosting the training modules (a Learning Management System) using the same credentials used to access and interact with the smeSpire Database and Best Practices catalogue.

The network members have already been informed during the project about the availability and use of the training platform. Following the policy of continuous communication with the network, the partner responsible for managing the training material (GISIG) will continue communicating new developments regarding the training material as well as possible new training initiatives organized by smeSpire.

smeSpire will continue exploring new training formats and virtual learning techniques. SmeSpire uses Moodle, the most popular open-source Learning Management System, and a continuously improved tool to suit the current and evolving training needs of its users. This ensures the possibility to update and add new and advanced functionalities to the platform to improve the fruition of the training material.

Openness and ease of use will be two important aspects on the future exploitation of the smeSpire training material. Training material will always make reference to the brand "smeSpire" and will be hosted in the smeSpire e-leaning platform. Anyway, the dissemination policy will be very open and flexible. All training components are provided by the members of the consortium under a Creative Commons Attribution-Share-Alike License. This license will be maintained ensuring maximum dissemination and use of project results.

One of the most important aspects that will be taken into account in the future will be the importance of the user support on the training platform. This will be primarily based on improving the feedback mechanisms and the support in the use of resources. In this sense, tutored online training actions (webinars) will be organized.

Exploitation strategy

The current Training Platform offers a number of great exploitation opportunities and surely will become an important driver of the future smeSpire diffusion and awareness.

An early definition of possible business-diffusion models will be based on continue offering the smeSpire training platform as an on-line free access service or either as a personalised activity to be dedicated to a specific account.

Of course, it is ensured that after the project end the smeSpire network members will be able to continue accessing the e-learning environment offered and that the whole platform will be maintained. Out of this activity, more interest can be derived and generate a request of specific services to smeSpire. Subsequently, specific training workshops can be promoted at local/national basis, where

stakeholders can attend the event and start closer knowledge of INSPIRE, or getting them on board as local smeSpire sponsors.

The current smeSpire website training section http://www.smespire.eu/training/
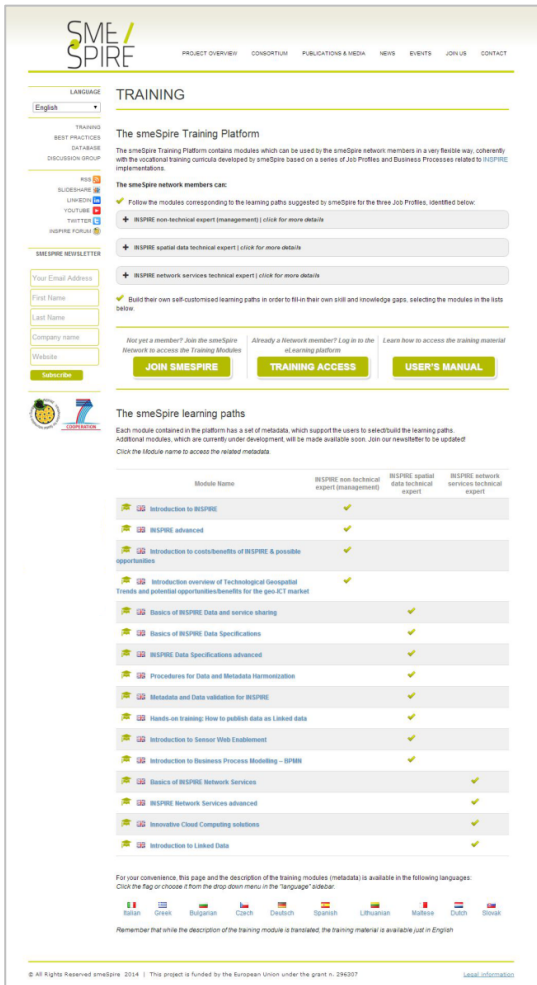
The smeSpire available courses on the eLearning platform http://www.gisig.eu/platform/

5.3 Exploitation of the project outcomes

The exploitation of the project outcomes is based on a strategy, whose main goal is to guarantee the maintenance, the updating and the accessibility of the project results beyond the project lifetime.
Strictly connected with the maintenance of the project results is the updating of the current content as well as the provision of new content, mainly in terms of best practices and training offer.
In terms of expansion of the network, three are the main specific objectives to be pursued:

- to expand the network in the countries actually covered, as well as in other geographical areas;
- to expand the network in vertical application domains, like energy, transports, health and many others;
- to make the project outcomes available to other projects/initiatives as tools to support their respective exploitation plans.

Very important will be also for the network members to update their profiles in the database and to advertise their new products and services in the Best Practice Catalogue, in order to increment their visibility and their business opportunities.

Also organizing new editions of the smeSpire challenge[3] could contribute to the aforementioned objective as its communication activities could help to reach a large community of potential players and introduce project outcomes and benefits.

New products/services offered by a broader smeSpire community

New content (best practice, database, training platform)

New editions of the smeSpire challenge
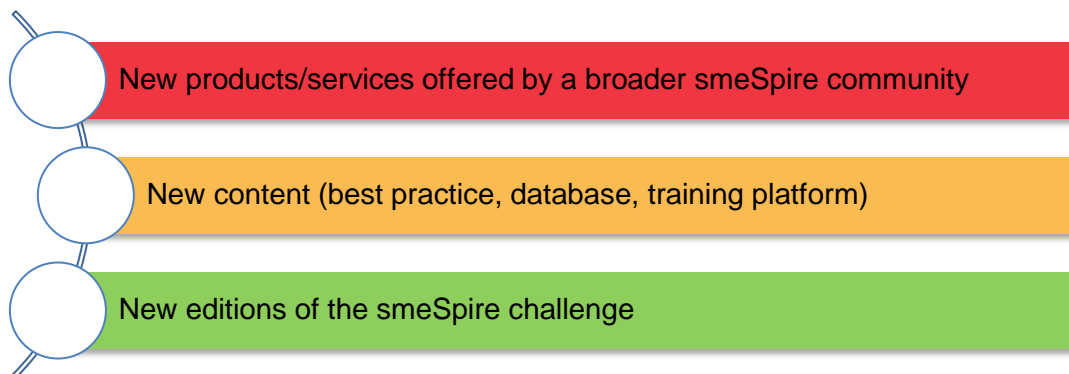
Figure 2: - Main exploitation tasks

Specific recommendations for the exploitation of the Best Practice Catalogue, the Database and the Training Platform have been provide in the previous section 5.2.

Particularly relevant will be the exploitation of the functionalities of the database allowing to post Job Vacancies (by enterprises, Local Authorities, etc.) and Job Offers (by individual professionals who can upload their CVs), therefore enabling a new marketplace based on geospatial skills.

Last but not least, it has to be pointed out that one of the most important results achieved during the database design and implementation, even though not required in the DoW, is the adoption of the core vocabularies (to describe people, locations and business information) of the ISA Programme. This achievement is complemented by the dedicated new functionality implemented in the web application, allowing the network members to export in rdf format their company profile compliant with the above mentioned core vocabularies.

5.4 Identifying the champions

In order to create a successful exploitation plan, it is necessary to define who will be in charge of maintenance of project website and project outcomes. On that regard, it is crucial to identify who will be the champions and how to identify the right champions. The champions could be someone of already existing partners (someone from the Consortium or from geo-ICT SMEs database) and/or new partners. Anyway, in both cases, they have to fulfil certain requirements, such as:

o   to work on EU, international, B2B or B2C projects;
o   to operate in GIS domain;
o   to be related to the INSPIRE Directive.

Identifying the right champions is extremely important as the whole future life of project outcomes depends of their expertise and business capabilities.

One possibility, started to be investigated several months ago, is to establish a Legal Entity in the form of an EEIG – European Economic Interest Grouping, which can assume the technical and managerial

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[3] The detailed description of the 2014 edition of smeSpire Challenge is contained in the deliverable D4.6

duties needed to ensure the maintenance, the updating and the accessibility of the project results, as well as undertake other initiatives contributing to support the geo-ICT stakeholders.

All the project partners have been invited to be founding members of the smeSpire EEIG. A draft statute of the smeSpire EEIG has been already prepared and distributed to the project partners for their review. The integral version of the statute is provided in Annex 4.

Regarding the business model of the smeSpire-EEIG, the main activities of the group will consist of:

- maintaining, updating, upgrading the smeSpire project results, namely the database, the best practice catalogue, the training platform, the communication channels;
- collecting, analysing, distributing data about geo-ICT sector and working on sectorial related studies;
- pursuing the expansion of the smeSpire network;
- offering to the smeSpire network members the same services offered during the smeSpire project and additional services that can be identified in the future;
- establishing liaisons with existing and forthcoming associations and/or organizations representing collective interests active in similar fields;
- establishing liaisons with Standardisation Organisations active in geographic information and other related topics;
- establishing agreements, even of commercial nature, with third-parties for the provision of goods/services useful for the purpose of the grouping, if such provisions cannot be made by the members;
- supporting the geo-ICT SMEs in relationship to EU policies;
- participating to H2020 proposals and projects, mainly as coordinator of Coordination and Support Actions or as work package/task leader for dissemination, exploitation and communication activities;
- undertaking contracts in the geo-ICT field and related topics, even outside European Union.

The main revenue streams have been identified as follows:
  o annual fees of the members, essentially needed to cover the operational costs,
  o participation to projects/contracts at EU (e.g. H2020), international and national levels,
  o fees related to services sold to third parties.

The operational costs will be kept as lower as possible, initially leveraging the resources of the founding members.

5.5 IPR

IPR aspects are dealt with by the sections 9, 10 and 11 of the Consortium Agreement, which, according to an opportunity given by EC, is based upon the DESCA model consortium agreement and the "Checklist for a Consortium Agreement for FP7 projects – version 2" and has been signed by all partners before the project start.

In particular, the article 9.1 "Foreground" says:

Section 9: Foreground

9.1 Foreground

Regarding Foreground, EC-GA Article II.26. - Article II.30. shall apply, with the following additions:

Where no joint ownership agreement has yet been concluded:

- each of the joint owners shall be entitled to Use their jointly owned Foreground on a royalty-free basis, and without requiring the prior consent of the other joint owner(s), and

- each of the joint owners shall be entitled to grant non-exclusive licenses to third parties, without any right to sub-license, subject to the following conditions:
  at least 45 days prior notice must be given to the other joint owner(s); and
  fair and reasonable compensation must be provided to the other joint owner(s).

whilst the article II.26 of the EC-GA "Ownership" says:

SECTION 1 – FOREGROUND

II.26. Ownership

1. *Foreground* shall be the property of the *beneficiary* carrying out the work generating that *foreground*.

2. Where several *beneficiaries* have jointly carried out work generating *foreground* and where their respective share of the work cannot be ascertained, they shall have joint ownership of such *foreground*. They shall establish an agreement[13] regarding the allocation and terms of exercising that joint ownership.

    However, where no joint ownership agreement has yet been concluded, each of the joint owners shall be entitled to grant non-exclusive licences to third parties, without any right to sub-licence, subject to the following conditions:

    a) at least 45 days prior notice must be given to the other joint owner(s); and

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[13] The joint owners may of course agree not to continue with joint ownership but decide on an alternative regime (for example, a single owner with access rights for the other *beneficiaries* that transferred their ownership share).

27

FP7 Grant Agreement - Annex II – General Conditions   Version 6, 24/1/2011

    b) fair and reasonable compensation must be provided to the other joint owner(s).

3. If employees or other personnel working for a *beneficiary* are entitled to claim rights to *foreground*, the *beneficiary* shall ensure that it is possible to exercise those rights in a manner compatible with its obligations under this *grant agreement*.

In order to ensure a proper management of the IPR aspects by the smeSpire EEIG, a joint ownership agreement on foreground (shown below), as foreseen in the above mentioned articles of the CA and EC-GA, is being concluded among all partners, based on the granting to the smeSpire-EEIG, that is being constituted, the non-exclusive right of use of the foreground results of the smeSpire poject produced at 30.04.2014, including software code and data. Therefore each partner shall be entitled to use individually its jointly owned foreground, according to the provisions of the article 9.1 of the Consortium Agreement, without any further right to be claimed by the smeSpire EEIG.

Then, the article 3.4 of the smeSpire EEIG, after the list of the foreground results, says:
"According to the agreement concluded by the smeSpire project partners, in order to pursue its statutory objectives the smeSpire-EEIG has the right to use, modify, update and upgrade these foreground results."

<please use headed paper of your organization>
<please insert here place and date>

To Giacomo Martirano
smeSpire coordinator
Epsilon Italia srl
Via Pasquali 79
87040 Mendicino (CS), Italy
g.martirano@epsilon-italia.it

SUBJECT: AGREEMENT ON FOREGROUND RESULTS OF SMESPIRE PROJECT

I, the undersigned <please insert here your name and surname>, as <please insert here your position in your organisation> of <please insert here your partner-full-name>, having the power to represent in this letter the partner <please insert here your partner-full-name>, considering that the foreground results of the smeSpire project have been jointly generated by several partners and the respective share of work cannot be ascertained, agree to grant to the smeSpire-EEIG, that is being constituted, the non-exclusive right of use of the foreground results of the smeSpire poject produced at 30.04.2014, including software code and data. Therefore each partner shall be entitled to use individually its jointly owned foreground, according to the provisions of the article 9.1 of the Consortium Agreement, without any further right to be claimed by the smeSpire EEIG.
Likewise, in order to pursue its statutory objectives, the smeSpire-EEIG will have the right to use, modify, update and upgrade these foreground results, without any further right on this foreground to be claimed by the partners who will not be member of the smeSpire-EEIG.

Yours sincerely
<please sign and stamp here>

The partners who have been responsible for the design and implementation of the main project resources (GISIG, IL and Graphitech) have already agreed to join the smeSpire EEIG or, whenever their formal adhesion will be subject to complex/long procedures by their legal departments, and therefore they will join at a later stage, they will support the EEIG activities since its constitution.

6 Communication Plan

This communication plan is a living and working document aiming at defining the communication activities to be put in place after the project end and supporting the overall smeSpire exploitation strategy. In particular it aims at specifying:

    a. "who" is the target audience,
    b. "what" are the objectives, key messages, topics and sources,
    c. "how" messages are provided, through which tools/mechanisms and which rules,
    d. "by whom", so who is the sender/provider of these messages.

Refinements, updating and implementation of the communication plan will be carried out by the smeSpire EEIG.

6.1 "Who" – Target audience

Here below is a provisional list of target audience categories:

    a. **Network members**: point of contacts of Small and Medium Enterprises (SMEs), Large Enterprises (LE) and other organizations already registered as members of the smeSpire Network.
    b. **Remaining SMEs listed**: point of contacts of SMEs originally listed by partners and not yet members of the Network.
    c. **National Contact Points**: point of contacts at Member State level
- INSPIRE,
- ISA NCPs,
- e-Government Policy stakeholders,
- EFTA countries Contact Points.

    d. **SDICs and LMOs**: point of contacts registered as INSPIRE Spatial Data Interest Communities or Legally Mandated Organisations on the INSPIRE web site.
    e. **National and International Geographic Associations**: representatives (board, presidency, …) of National and International Geographic Associations in EU28 and EFTA (e.g. Eurogi, Agile, AMFM, Afigeo, Hunagi, …).
    f. **OSS Communities**: mailing lists references of Open Source Communities (e.g. OSGeo, GeoServer users, GeoTools, GeoNetwork, GRASS, QGIS, …).
    g. **CIP / FP7 projects participants:** coordinators of CIP and FP7 projects related to geographic information.
    h. **OGC Europe**: reference people at OGC Europe.
    i. **Standardization Bodies**: representatives of Standardization Bodies at CEN (e.g. TC287, TC278, …) and National Standardization Bodies in EU28 and EFTA.
    j. **Magazines and press**: point of contacts at magazines and press agencies (e.g. Geospatial Media and Communication, Geomedia, …).
    k. **Associations**: groups of interest related to "geography", "location", … (e.g. Location Based Marketing Association).

6.2 "What" – Objectives, key messages, topics and sources

The main **objectives** of this communication plan are:

    a. to disseminate information about smeSpire project;
    b. to involve geo-ICT SMEs in the smeSpire Network;

c. to circulate information related to INSPIRE, Digital Agenda Europe, ISA program, EC funds, … to SMEs.

Topics (and subtopics):

a. smeSpire project (statistics from survey results, findings, outcomes and deliverables, newsletters, events, new Network members, …).
b. INSPIRE (news, events, MIG / MIF, …).
c. EC news about SMEs (funds, calls for tender, …).
d. Digital Agenda at European and national levels (eGov strategies, GI policies, …).
e. ISA (EULF, ARE3NA, Core Vocabularies, …).
f. Open source solutions.
g. Open data.
h. Access to finance.

The main **sources** (not exhaustive) to be considered are the following:
a. web sites talking of SMEs, Access to finance, Calls for tenders, … and related to GI.
b. smeSpire web site (as reference for tweets and discussions on LinkedIn).
c. European Commission web sites.
d. INSPIRE, ISA, EULF, ARE3NA web pages and social channels.
e. Google News about Technology, SMEs, open (data, source, innovation).
f. National Geographic Associations web sites, online journals on GI/SDI.
g. National press (online).
h. Open source communities.

6.3 "How" – Tools and rules

Here below a list of tools (and techniques) to communicate with different stakeholders in different situations. For each tool/mechanism a brief description of simple rules has to be provided, in order to define how to efficiently use different tools/mechanisms in different situations. Rules will have to deal with frequency of the communication (when), the sender of the message, possible topics (in/out) and tips.

- Meetings
- Teleconferences
- Webinars
- Individual e-mails
- Messages to mailing lists
- Newsletter
- Press releases
- Conferences / events
- Social media (LinkedIn, Twitter, Slideshare, Facebook, YouTube)
- Joinup (https://joinup.ec.europa.eu/): EC Joinup platform may be used for promotional campaigns of the project

6.4 "By whom, when, how" – Matrix

A matrix containing a structured plan of the different communication actions will have to be drafted, identifying for each of them the target audience, the topic(s), "How", "When" and "By whom".

Target audience	Topics	How	When / Tips	By whom

7 Conclusions

Results of dissemination and exploitation activities achieved during the project life time, as reported in the section 4 as well as in the deliverables D4.4 (Report of the smeSpire days) and D4.6 (Report of the smeSpire Challenge), represent a solid ground for the exploitation of the project outcomes after its contractual end.

An exploitation plan, defining the main steps to be done after the project, has been presented and answers to the key questions:

- What the smeSpire project is delivering?
- How the project results are going to be exploited?
- Who will exploit the project results after its end?

has been provided in section 5.

In particular, having already defined:

- a set of recommendations for the exploitation of the project outcomes;
- an exploitation strategy based on the maintenance, updating, upgrading of the project results, as well as on the undertaking of other initiatives contributing to support the geo-ICT stakeholders;
- an exploitation plan and associated tasks enabling the implementation of the exploitation strategy;
- a Legal Entity, namely the smeSpire EEIG, who will implement the exploitation plan;

are tangible assets for a long-term sustainability of the project results.

Annex 1 – Press releases

		PRESS RELEASES			
TYPE OF MEDIA [1]	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://www.ictplus.gr/default.asp?pid=30&rID=29719&ct=14&la=1		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://career-office.uoa.gr/node/20456		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://www.cais.upatras.gr/node/5007		EPSGR
Website	smeSpire was completed!		http://www.ictplus.gr/default.asp?pid=30&rID=31019&ct=12&la=1	https://www.dropbox.com/s/9c66tq1dzef04rs/smeSpire_press-release_3_GR.doc	EPSGR
Website	smeSpire was completed!		https://www.facebook.com/pages/ICTplusgr/142380689193552?sk=wall&filter=1	https://www.dropbox.com/s/9c66tq1dzef04rs/smeSpire_press-release_3_GR.doc	EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://cebil.gr/a/3031413/plus		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://www.startup.gr/index.php?about=89&id=2417		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://tipos.gr/arthro/1112339-greek-smespire-day		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://www.synedrio.gr/?p=3709		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		www.facebook.com/synedrio.event		GT
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://reportazpress.gr/t%CE%BF-smespire-%CE%BA%CE%B1%CE%B9-%CE%B7-%CE%B5%CF%84%CE%B1%CE%B9%CF%81%CE%B5%CE%AF%CE%B1-epsilon-international-s-a-%CF%87%CE%BF%CF%81%CE%B7%CE%B3%CE%BF%CE%AF-%CE%BA%CE%B1%CE%B9-%CE%B5%CE%BA%CE%B8/		EPSGR
Massive e-mail campaign	smeSPIRE information day in Greece - European Data Forum 2014			https://www.dropbox.com/s/qjo9psrrvsst90w/smeSPIRE%20information%20day%20in%20Greece%20-%20European%20Data%20Forum%202014.msg	EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum		http://emyd19.rssing.com/chan-10493229/all_p5.html		EPSGR
Website	smeSpire is a sponsor and exhibitor in the annual European Data Forum			https://www.dropbox.com/s/1lnn9xu2ulv79xj/smeSPIRE_PANOPTIS_14-3-14.doc	EPSGR
Website	smeSpire was completed!		http://www.epsilon.gr/news/69		EPSGR

PRESS RELEASES					
TYPE OF MEDIA [1]	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
Website	smeSPIRE information day in Greece - European Data Forum 2014		http://www.epsilon.gr/news/59		EPSGR
E-mail campaign	Join the smeSpire network			https://www.dropbox.com/s/863zgowlxmik69u/%20smeSpire%20%20%CE%95%CE%B3%CE%B3%CF%81%CE%B1%CF%86%CE%B5%CE%AF%CF%84%CE%B5%20%CF%83%CF%84%CE%BF%20%CE%B4%CE%AF%CE%BA%CF%84%CF%85%CE%BF%20%CF%84%CE%BF%CF%85%20%CE%AD%CF%81%CE%B3%CE%BF%CF%85%20smeSpire.msg	EPSGR
Website	Join the smeSpire network			https://www.dropbox.com/s/z43nxxrwyoz1fol/smeSPIRE_PANOPTIS_11-9-12.docx	EPSGR
E-mail campaign	Please take part in the smeSpire survey			https://www.dropbox.com/s/lmb1wkkk2chkeyj/smeSpire_mail01.doc	EPSGR
E-mail campaign	Please take part in the smeSpire survey (reminder)			https://www.dropbox.com/s/8ym9ly8w5z69jev/smeSpire_mail02.doc	EPSGR
Website	smeSpire project		http://www.epsilon.gr/projects/55		EPSGR
E-mail campaign	smeSpire invitation message			https://www.dropbox.com/s/w1s2sdt01gi2kr5/smeSpire_InvitationMessage_1.0_GR.docx	EPSGR
E-mail campaign	smeSpire survey			https://www.dropbox.com/s/bei58syh8eqpl1g/GR.pdf	EPSGR
Magazine article	Magazine article		Web announcement	Web announcement	GIST
GIS Professional	GIS Professional		smeSpire website	AGI website	GIST
Website	http://www.pvpubs.com/GISProfessional/Home		www.smespire.eu	www.agi.org.uk	GIST
GISPro_2014_Feb_p15 & GISPrp_2014_Feb_p14	GISPro_2014_Apr_p24			Web announcement for AGI	GIST
Website news	Trentino Sviluppo website		http://www.trentinosviluppo.it/Contenuti-istituzionali/News/News/2013/SME-SPIRE-DALL-EUROPA-OPPORTUNITA-PER-LE-IMPRESE		GT
Website news	Synergy-Lab website		http://www.synergy-lab.it/smespire/		GT
Website news	LinkedIn				GT
Web page	Environmental web press channel in Lithuania (2012-06-20)		http://www.grynas.lt/mintys/mazoms-ir-vidutinems-imonems-naujos-galimybes-aplinkos-erdiniu-duomenu-srityje.d?id=58957793	smeSpire/WP4/T4_1/Dissemination_country_level/Press-release_1/smeSpire_press-release_1_LT.doc; press release n.1-1.jpg; press release n.1-2.jpg; press release n.1-3.jpg	AGI

PRESS RELEASES					
TYPE OF MEDIA (1)	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
Web page	AGI web page (2012-06-15)		http://www.agi.lt/lt/8-lithuanian/23-europos-projekto-smespire-pradzia	smeSpire/WP4/T4_1/Dissemination_country_level/Press-release_1/smeSpire_press-release_1_LT.doc	AGI
Web page and was spread through the social network – Facebook	INFOBALT association (representative of Lithuanian ICT industry) web page (2012-08-28)		http://www.infobalt.lt/lt/naujienos/i/378	smeSpire/WP4/T4_1/Dissemination_country_level/Press-release_1/INFOBALT_smeSpire INTERVIU-1.jpg; INFOBALT_smeSpire INTERVIU-2.jpg; INFOBALT_smeSpire INTERVIU-3.jpg; INFOBALT_smeSpire INTERVIU-4.jpg	AGI
Web page	Environmental web press channel in Lithuania (2013-04-09)		http://grynas.delfi.lt/mintys/smespire-tinklas-mazu-ir-vidutiniu-imoniu-ateitis.d?id=61101949	smeSpire/WP4/T4_1/Dissemination_country_level/LT/Press-release_2/smeSpire_press-release_2_LT.doc; grynas_press release n.2-1.jpg; grynas_press release n.2-2.jpg; grynas_press release n.2-3.jpg	AGI
Web page	INFOBALT association (representative of Lithuanian ICT industry) web page (2013-05-02)		https://www.infobalt.lt/lt/naujienos/i/555	smeSpire/WP4/T4_1/Dissemination_country_level/LT/Press-release_2/smeSpire_press-release_2_LT.doc; InfoBalt_press release n.2-1.jpg; InfoBalt_press release n.2-2.jpg	AGI
Web page	INFOBALT association (representative of Lithuanian ICT industry) web page (2013-10-15)		http://www.infobalt.lt/lt/naujienos/i/573	smeSpire/WP4/T4_1/Dissemination_country_level/LT/Bi-monthly_1/smeSpire_press-release_bimonthly_1_LT.doc; InfoBalt_press release_bimonthly_1-1.jpg; InfoBalt_press release_bimonthly_1-2.jpg	AGI
Web page	INFOBALT association (representative of Lithuanian ICT industry) web page (2014-01-27)		http://www.infobalt.lt/lt/naujienos/i/598	smeSpire/WP4/T4_1/Dissemination_country_level/LT/quarterly_1/smeSpire_press-release_quarterly_1_LT-20140127.doc; InfoBalt_press release_quaterly_1-1.jpg; InfoBalt_press release_quaterly_1-2.jpg	AGI
Web page	AGI web page (2014-01-27)		http://www.agi.lt/lt/8-lithuanian/53-smespire-projekto-naujienos	smeSpire/WP4/T4_1/Dissemination_country_level/LT/quarterly_1/smeSpire_press-release_quarterly_1_LT-20140127.doc	AGI
Magazine	Geoplatform (Flanders)	3.000		smeSpire_press_BE_1	BE
Magazine	Geoplatform (Flanders)	3.000		smeSpire_press_BE_2	BE
Magazine	Geoplatform (Wallonia + Brussels)	1.500		smeSpire_press_BE_3	BE
Magazine	Geoplatform (Flanders)	3.000		smeSpire_press_BE_4	BE
Magazine	Geoplatform (Wallonia + Brussels)	1.500		smeSpire_press_BE_5	BE
website	CENIA website	5.000	http://www1.cenia.cz/www/node/108	PR1_Startuje evropský projekt smeSpire.mht	CENIA
Website	CENIA website	5.000	http://www1.cenia.cz/www/node/425	PR2_Síť smeSpire Slibná budoucnost pro malé a střední podniky z oblasti geo-ICT.mht	CENIA
Website	CENIA website	5.000	http://www1.cenia.cz/www/projekty-cenia/smespire		CENIA
Website	Enviweb.cz	10.000	http://www.enviweb.cz/clanek/archiv/95451/sit-smespire-slibna-budoucnost-pro-male-a-stredni-podniky-z-oblasti-geo-ict	PR2_enviweb.cz.mht	CENIA
Website	Enviweb.cz	10.000	http://www.enviweb.cz/clanek/archiv/92295/startuje-evropsky-projekt-smespire		CENIA

PRESS RELEASES					
TYPE OF MEDIA [1]	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
On-line magazine, paper magazine	Geomedia (on-line magazine 06.06.2012; paper magazine issue n. 2/2012)	1.000	http://www.calameo.com/read/0016563248098f5c708b1	Dropbox/smeSpire/WP4/T4_1/Dissemination_country_level/IT/Press_release_IT_online_Geomedia_060612_homepage.mht Press_release_IT_online_Geomedia_060612_internalpage.mht Press_release_1_ IT_Geomedia.pdf	EPSIT
On-line magazine	Geomedia - 02.05.2013	1000		Dropbox/smeSpire/WP4/T4_1/Dissemination_country_level/IT/Press_release_2_online.htm Press_release_2_online.pdf	EPSIT
Newspaper	Il Sole 24 Ore - 29.04.2013	50.000		Dropbox/smeSpire/WP4/T4_1/Dissemination_country_level/IT/Epsilon_Italia_smeSpire_Sole24ore.pdf	EPSIT
On-line magazine	Geoforall	1.000		Dropbox/smeSpire/WP4/T4_1/Dissemination_country_level/IT/GEO for ALL - Homepage_060314.pdf	EPSIT
Social media (website, Facebook, newsletter)	EEN (Enterprise Europe Network) social media		http://www.smespire.eu/liaison-established-between-smespire-and-een-enterprise-europe-network/	Dropbox\smeSpire\WP4\T4_1\Dissemination_EU_level\EEN	EPSIT
Paper magazine	Shanghai Business Magazine (issue 2014/3)	20.000	http://www.smespire.eu/smespire-in-the-march-issue-of-shanghai-business-magazine/		EPSIT
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2012/06/smespire.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_120604_smeSpire.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2013/01/call-for-paper-sesion-smespire-en-el.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_130128_Call for paper_Sesión smeSpire en el Geospatial World Forum 2013.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2013/04/red-smespire-el-futuro-parece-brillante.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_130430_Red smeSpire_el futuro parece brillante para las Pyme del sector Geo-TIC!.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2013/10/seminarios-sobre-inspire-de-smespire.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_131008_Seminarios sobre INSPIRE de SmeSpire.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2014/02/el-proyecto-smespire-entra-en-su-recta.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_140212_El proyecto smeSpire entra en su recta final.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2014/03/estudio-del-sector-geo-tic-en-europa.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_140314_Estudio del sector Geo-TIC en Europa.htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2014/04/nuevas-oportunidades-para-las-empresas.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_140407_Nuevas oportunidades para las empresas del sector GEO-TIC ¿Quieres beneficiarte de la red SmeSpire .htm	ES
Website	BLOG IDEE	18.000/month	http://blog-idee.blogspot.com.es/2014/05/el-dia-10-de-abril-se-celebro-en-el.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Blog IDEE\Blog IDEE_140502_El día 10 de Abril se celebró en el Salón de Actos del IGN la jornada SmeSpire.htm	ES

PRESS RELEASES					
TYPE OF MEDIA [1]	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
Website	**PCyP SITNA**	1.000/month	http://ww2.pcypsitna.navarra.es/Documents/smeSpire.pdf	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Press release 2\Publishing in PcypSITNA_Regional.docx	ES
Magazine	**Boletin Informativo de la SECFT**	4.0000/month	http://www.secft.org/dateiholen.php?datei=aG9jaGdlbGFkZW4vZG9rdW1lbnRlLzQvMjAyL1NFQ0ZUIE51bSA5LnBkZg==	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Articles\SECFT Num 9.pdf	ES
Magazine	**Revista Mapping Interactivo**	20.000	http://www.mappinginteractivo.es/images/revistas/REVISTA%20MAPPING%20158/MAPPING%20158.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Articles\REVISTA MAPPING 158.pdf	ES
E-Bulletin	**Boletin Tracasa - February 2014**	1.850	http://eepurl.com/PT5Dr	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\TRACASA ebulletin\Boletín Tracasa Febrero 2014.htm	ES
E-Bulletin	**Boletin Tracasa - April 2014**	1.850	http://eepurl.com/UgyAf	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\TRACASA ebulletin\Boletín Tracasa Abril 2014.htm	ES
Interview	**Stroitelstvoto I gradat**	On-line version of the newspaper has 1146 reads of the interview. It is supposed that more than 3700 people had been reached as the subscribers of the paper copy of the newspaper are 3700 and the newspaper circulation is 8000.	http://stroitelstvo.info/show.php?storyid=2098880	Interview-Georgi Georgiev.pdf	IL
Website	**SAZP website**	10.000	http://www.sazp.sk/public/index/go.php?id=396		SAZP
Website, papier magazine	**Enviromagazin**	1.000	http://www.enviromagazin.sk/enviro2012/enviro5/22_sme.pdf	SmeSpireArticleInEnviroMagazin.pdf	SAZP
Website	**INSPIRE SK national portal**	5.000	http://inspire.gov.sk/projekty/projekt-smespire		SAZP
Website	**smeSpire SK national webpage**	500	http://smespire.sazp.sk/		SAZP
Website	**SAZP website**	10.000	http://www.sazp.sk/public/index/open_file.php?file=projekty/SmeSpire.pdf		SAZP
Website	**Geo ITC SK portal**	30.000	http://www.geoinformatika.sk/informacna-kampan-projektu-smespire-na-slovensku		SAZP
Website	**regional portal**	3.000	http://www.promospravy.sk/kalendar-sk-smespire-den-2014-bratislava		SAZP
Newspaper	L-Orizzont	23.000		smeSpire_Press Release n1_L-Orizzont	MT
Newspaper	Nazzjon	20.000		Nazzjon press release 2	MT
Newspaper	Malta Today	30.000	http://www.maltatoday.com.mt/business/business_news/19211/smespire-european-project-kicks-off-20120628#.U3sQxPmSxe8	SmeSpire_Press Release n1_Maltatoday.com.mt	MT
Online newspaper	Maltastar	10.000	http://www.maltastar.com/dart/20140424-smespire-day		MT

TYPE OF MEDIA [1]	NAME OF MEDIA	Estimated number of people reached	URL of the published press release (if available)	FILENAME of the published press release uploaded in dropbox	PARTNER
website	Paragon Europe website	5.000	http://www.paragoneurope.eu/index.php/index.php/component/k2/item/59		**MT**
Social Media	Paragon facebook Page	5.000	https://www.facebook.com/pages/Paragon-Europe/191870624244301	smeSpire_days_report_v2_MT file	**MT**
Social Media	Paragon LinkedIn page	5.000	https://www.linkedin.com/nhome/?trk=hb_signin	smeSpire_days_report_v2_MT file	**MT**
Social Media	Paragon Twitter Page	5.000	https://twitter.com/ParagonEurope/status/458599678406569985	smeSpire_days_report_v2_MT file	**MT**

(1) Magazine, newspapers, etc.

Annex 2 – Dissemination events at national level

NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY [1]	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
DISSEMINATION EVENTS AT NATIONAL LEVEL							
Information & Communication Technologies in Horizon 2020	19-Nov-2013	National Documentation Centre of Greece. (Athens, Greece)	Billateral meetings and dissemination of the smeSpire project		http://www.ekt.gr/news/events/ekt/2013-11-19/index.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\GR\National Documentation Center	EPSGR
Program of the European Research Council for Horizon 2020, about Research & Innovation in European Union	9-Dec-2013	National Documentation Centre of Greece. (Athens, Greece)	Billateral meetings and dissemination of the smeSpire project		http://www.ekt.gr/news/events/ekt/2013-12-09/index.html	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\GR\National Documentation Center	EPSGR
Marathon Data Systems Greek GIS Meeting	8-May-2014	Athens, Greece	Presentation about INSPIRE implementation of SEIS Malta and smeSpire project in the 22nd Greek GIS conference		http://www.marathondata.gr/events/conf2014menu.htm	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\GR\MDS	EPSGR
ASITA	7-Nov-2013	Riva del Garda	Clustering with eENVplus project. Short ssmeSpire presentation to support the networking and dissemination	22			GISIG
AGI AGM & Prizegiving	4-Dec-2013	Royal Geographical Society, London	One of the prizes sponsored by smeSpire			Scottish_SMEs_recognised_at_AGI	GIST
E-mails to SMEs	1-Jun-2012	UK	E-mail request to participate in survey				GIST
E-mails to AGI Scotland	1-Apr-2014	Scotland	Invitation to smeSpire day, to join database and to enter Best Practice Catalogue	E-mail to all 150 AGI members in Scotland			GIST
E-mails to IoD Scotland	1-Apr-2014	Scotland	Invitation to smeSpire day			IoD email blast v 2	GIST
E-mails to all smeSpire network members in UK and Irleand	1-Apr-2014	UK & Ireland	Invitation to smeSpire day, to join database and to enter Best Practice Catalogue			email to all smeSpire network members in UK and Ireland	GIST
ICT DAYS 2014	2-Apr-2014	Trento	Roundtable - placement session		http://2014.ictdays.it/en/programma-en	https://www.facebook.com/media/set/?set=a.444686968998915.1073741834.367927960008150&type=1	GT
VBI - GIS Working Group Meeting (Verband beratender Ingenieure)	19-Sep-2013	Frankfurt, Germany	Dissemination of project information and material to VBI management assembly and members of the GIS working group	~30		smespire_fact_sheet_V3.pdf	PSU

DISSEMINATION EVENTS AT NATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY [1]	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
Kommunales GIS-Forum (Municipal GIS Forum)	19-Nov-2013	Neu-Ulm, Germany	Participation in roundtable discussions about "Was bringt INSPIRE den Kommunen?" (What INSPIRE brings to the communities?), dissemination of smeSpire information and project factsheet	~ 150	http://www.rtg.bv.tum.de/index.php/en/aus-und-weiterbildung/aktuelle-termine/862	smespire_fact_sheet_V3.pdf	PSU
Cologne Smart City Workshop	19-Dec-2013	Cologne, Gemany	Cologne smart city GIS portal. Discussion of GIS structure for upcoming smart city Horizon 2020 activities and implementation of INSPIRE rules for the city data dissemination. Discussions, project information and factsheet dissemination	~10		smespire_fact_sheet_V3.pdf, D1.3_ShortVersion_DE.docx	PSU
Natura 2000 -Verträglichkeit (Natura 2000 - Compatibility)	16-Jan-2014	Mindelheim, Germany	Dissemination of smeSpire information and project factsheet, personal communications	~ 50	http://www.anl.bayern.de/veranstaltungen/tagungsergebnisse/index.htm	smespire_fact_sheet_V3.pdf, D1.3_ShortVersion_DE.docx	PSU
AHO Workshop - GIS Working Group (Ausschuss der Verbände und Kammern der Ingenieure und Architekten für die Honorarordnung)	27-Feb-2014	Berlin, Germany	Meeting to define income rules for GIS consultancy, creation of a new workbook for invoicing GIS services for database creation. Conception and documentation of datamodels acc. to INSPIRE standards. Dissemination of smeSpire information and factsheet	18		smespire_fact_sheet_V3.pdf, D1.3_ShortVersion_DE.docx	PSU
Lithuanian ESRI users conference	04-05-Oct-2012	Vilnius	Dissemination of project fact sheet in Lithuanian	200	http://www.hnit-baltic.lt/renginiai/archyvas	smeSpire/WP4/T4_1/Dissemination_country_level/LT/smespire_fact_sheet_LT.pdf	AGI
The European SME Week 2012; Enterprise Lithuania	12-13-Oct-2012	Vilnius	Dissemination of project fact sheet in Lithuanian	200	http://www.verslilietuva.lt/lt/verslo-pradzia/renginiu-ciklas-versli-lietuva/versli-lietuva-renginys-vilniuje/	smeSpire/WP4/T4_1/Dissemination_country_level/LT/smespire_fact_sheet_LT.pdf	AGI
Conference "From Cartography to Geographic Information Science"	31-May-2013	Vilnius	Dissemination of project fact sheet in Lithuanian	50	http://www.geoportal.lt/wps/portal/!ut/p/c1/04_SB8K8xLLM9MSSzPy8xBz9CP0os_gAQwNnc09LYwMLDw8zA0_zYB9nf2dHY89gQ6B8JJK8gXmQq4GRuadHSJivi7G_oyFJui0sPUG6DQw9LC3d3f09COkOB7kWpwojD1M0eSyuQ9WPYr-JoxleebD7QPIGOICjgb6fR35uqn5BbmiEQaZnlomjoiIAWLuxng!!/dl2/d1/L0lDU1EvUU5RSy9ZQlp3L2x0/	smeSpire/WP4/T4_1/Dissemination_country_level/LT/smespire_fact_sheet_LT.pdf	AGI

DISSEMINATION EVENTS AT NATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY [1]	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
Conference "From Cartography to Geographic Information Science"	31-May-2013	Vilnius	Presentation about smeSpire project	80	http://www.geoportal.lt/wps/portal/!ut/p/c1/04_SB8K8xLLM9MSSzPy8xBz9CP0os_gAQwNnc09LYwMLDw8zA0_zYB9nf2dHY89gQ6B8JJK8gXmQq4GRuadHSJivi7G_oyFJui0sPUG6DQw9LC3d3f09COkOB7kWpwojD1M0eSyuQ9WPYr-JoxleebD7QPIGOICjgb6fR35uqn5BbmiEQaZnlomjoiIAWLuxng!!/dl2/d1/L0lDU1EvUU5RSy9ZQlp3L2x0/	smeSpire/WP4/T4_1/Dissemination_country_level/LT/2013-05-31_konferencija.ppsx	AGI
INSPIRE Coordination Committee September 2012	17-Sep-2012	Brussels	Presentation	10		smeSpire_BE_INSPIRE_Coordination_Committee_20120917	BE
Agoria geo-ICT round table 2012	23-Oct-2012	Brussels	Presentation + round table	12		smeSpire_BE_Agoria_20121023	BE
CZ National INSPIRE conference	27-28-Nov-2012	Prague - Pruhonice	Presentation, poster, workshop, project leaflets	150			CENIA
CZ Esri conference	9-10-Nov-2012	Prague	Poster, project leaflets	800	http://www.arcdata.cz/akce/konference-gis-esri/20-konference-gis-esri/		CENIA
CZ National GMES user forum	29-30-May-2013	Prague	Poster, workshop, project leaflets	120			CENIA
CZ Esri conference	13-14-Nov-2013	Prague	Poster, project leaflets	800	http://www.arcdata.cz/akce/konference-gis-esri/21-konference-gis-esri/		CENIA
ASITA 2012	6-9-Nov-2012	Vicenza	smeSpire poster, dissemination material and video at the EPSIT booth	600	http://www.attiasita.it/ASITA2012/conferenza.html		EPSIT
1st Webinar "Operative solutions for harmonizing spatial dataset at sub-national level in Italy, and implement INSPIRE requirements"	23-Oct-2013	On line (webinar speakers located in different places in Italy)	Webinar	60	http://www.smespire.eu/webinar-series/		EPSIT

DISSEMINATION EVENTS AT NATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY [1]	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
2nd Webinar "Operative solutions for harmonizing spatial dataset at sub-national level in Italy, and implement INSPIRE requirements"	21-Nov-2013	On line (webinar speakers located in different places in Italy)	Webinar	60	http://www.smespire.eu/webinar-series/		EPSIT
3rd Webinar "Operative solutions for harmonizing spatial dataset at sub-national level in Italy, and implement INSPIRE requirements"	10-Dec-2013	On line (webinar speakers located in different places in Italy)	Webinar	60	http://www.smespire.eu/webinar-series/		EPSIT
Webinar "Presentation of on-line hackathon within the Open Data Day Italy 2014"	19-Feb-2014	On line (webinar speakers located in different places in Italy)	Webinar	60	http://www.smespire.eu/wp-content/uploads/downloads/2014/01/Hackathon_Invito_final.pdf		EPSIT
On-line hackathon within the Open Data Day Italy 2014	20-24-Feb-2014	On-line (hackathon participants located in different places in italy)	On-line hackathon	5	http://www.smespire.eu/on-line-hackathon-within-the-open-data-day-italy-2014/		EPSIT
Webinar "Presentation of the results of on-line hackathon within the Open Data Day Italy 2014"	25-Feb-2014	On line (webinar speakers located in different places in Italy)	Webinar	60	http://www.smespire.eu/on-line-hackathon-within-the-open-data-day-italy-2014/		EPSIT
Conferenza OpenGeoData Italian Conference	27-Feb-2014	Rome	Presentation (by Monica Sebillo, Vice President of AM/FM Association, about the results of the on-line hackathon within the Open Data Day Italy 2014)		http://www.smespire.eu/smespire-in-the-italian-international-open-data-day/		EPSIT

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This project
is funded by the European Union
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DISSEMINATION EVENTS AT NATIONAL LEVEL							
NAME OF THE EVENT	**DATE**	**PLACE**	**TYPE OF DISSEMINATION ACTIVITY** [1]	**Estimated number of people reached**	**URL of the event (if available)**	**FILENAME of the ppt or other dissemination material uploaded in dropbox**	**PARTNER**
Conferenza OpenGeoData Italian Conference	27-Feb-2014	Rome	Presentation (by Piergiorgio Cipriano, about the transformation tools presented during the smeSpire webinars)		http://www.slideshare.net/giovannibiallo/opengeodata-italia-2014-piergiorgio-cipriano-modelli-dati-per-stradari-e-numerazione-civica		**EPSIT**
JIIDE 2013	13-15 Nov-2013	Toledo	Paper and stand, leaflets, poster	250	http://www.jiide.org/Jiide-theme/resources/docs/templates/articulos/jueves/Paraninfo/4_Red_smeSpire.pdf	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\JIIDE\JIIDE2013_SmeSpire.doc	**ES**
Jornada SITNA	22-Nov-2013	Sarriguren	Oral presentation, leaflets	120	http://ww2.pcypsitna.navarra.es/Aprende/Jornada%20SITNA%202013/El%20escenario%20europeo.pptx	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\Jornada SITNA\Jornada SITNA 2013_Escenario Europeo.ppsx	**ES**
European community of small and medium enterprises with a focus on spatial data”	13-Jun-2013	City of Plovdiv, Bulgaria - Plovdiv chamber of commerce and industry	Workshop organized by Infologica	30+	http://pcci.bg/Edu/1467.html	**Presentation:** plovdiv_smeSpire.pdf **Dissemination material:** Printed press releases translated into Bulgarian	**IL**
International technical fair	30-Sep-2013 - 5-Oct-2013	City of Plovdiv	Dissemination of promotional materials	30+		**Dissemination material:** Printed press releases and smeSpire fact sheets translated into Bulgarian	**IL**
SK INSPIRE coordination board	23-Oct-2012	Bratislava	Project leaflets	20	http://inspire.gov.sk/clanky/rokovanie-kr-nipi-23-10-2012		**SAZP**
SK Esri conference	29-30-Oct-2012	Strbske pleso	Project leaflets	150	http://www.arcgeo.sk/cms/front_content.php?idcat=286		**SAZP**
SK conference EnvirolForum and smeSpire workshop	14-15-May-2013	Zvolen	Presentation, poster, workshop, project leaflets	150	http://enviroiforum.sazp.sk/2013/program-enviro-i-forum-2013		**SAZP**
SK INSPIRE expert group	12-Jun-2013	Banska Bystrica	Presentation, poster, workshop, project leaflets	30	http://inspire.gov.sk/clanky/zasadanie-expertnej-skupiny-pre-nipi		**SAZP**

DISSEMINATION EVENTS AT NATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY [1]	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
SK INSPIRE coordination board	3-Sep-2013	Bratislava	Project leaflets	20	http://inspire.gov.sk/clanky/zasadanie-kr-nipi-2013		SAZP
CZ-SK joint INSPIRE Conference	27-28-Nov-2013	Bratislava	Poster, workshop, presentation, project leaflets	200	http://inspire.gov.sk/clanky/6-ronik-konferencie-inspirujme-se-otvorenostou		SAZP
smeSpire Day	24-Apr-2014	The Victoria Hotel, Sliema, Malta	Event/Conference(sent 137 e-mails and phone calls, printed material like programme, invitation, posters, PPTs presentation of the project, database, BP catalogue, training platform, PPT on study)	People attended the event: 7. One of the participants adhered to the network	http://www.paragoneurope.eu/articless.htm	smeSpire_days_report_v2_MT - In the report are listed all the activities that are done, all dissemination materials that are used and pictures uploaded.	MT

(1) Presentation, participation to a roundtable, dissemination of promotional material, interview, etc.

Annex 3 – Dissemination events at international level

NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
FIA 2014	18-Mar-2014	Athens, Greece	Booth in international conference		https://www.fi-athens.eu/	Dropbox\smeSpire\WP4\T4_1\Dissemination_EU_level\FIA 2014	EPSGR
ICT 2013	6-Nov-2013	Vilnius, Lithuania	Booth in international conference		http://ec.europa.eu/digital-agenda/en/ict-2013	Dropbox\smeSpire\WP4\T4_1\Dissemination_EU_level\ICT2013	EPSGR
GISIG Assembly	29-Oct-2012	Genova, Italy	smeSpire presentation and promotion of the network	27			GISIG
Back cover Advert 1	February 2014	GIS Professional	Advert for smeSpire project		http://www.pvpubs.com/GISProfessional/Home	GISPro_2014_Feb_back_cover	GIST
Back cover advert 2	April 2014	GIS Professional	Advert for smeSpire project		http://www.pvpubs.com/GISProfessional/Home	GISPro_2014_Apr_back_cover	GIST
ICT DAYS 2013	6-8-Nov-2013	Vilnius, Lithuania	Networking session		http://ec.europa.eu/digital-agenda/en/networking		GT
GISIG Assembly	29-Oct-2012	Genoa, Italy	smeSpire presentation and promotion of the network	27			GISIG
eENVplus Kick-off Meeting	24-25-Jan-2013	Genoa, Italy	Clustering with eENVplus project. Short ssmeSpire presentation to support the networking and dissemination	36			GISIG
eENVplus Project Workshop	18-20-Sep-2013	Leuven, Belgium	Clustering with eENVplus project. Short smeSpire presentation to support the networking and dissemination	40			GISIG
GISIG Assembly	23-Oct-2013	Genoa	smeSpire presentation and promotion of the network	39			GISIG
eENVplus Project Workshop	12-Mar-2014	Prague, Czech Republic	Clustering with eENVplus project. Short smeSpire presentation to support the networking and dissemination	38			GISIG
GeoSmartCity Kick-off Meeting	26-Mar-2014	Genoa, Italy	Clustering with GeoSmartCity project. Short smeSpire presentation to support the networking and dissemination	50			GISIG
GIS Talk 2012 (Esri German User Conference)	22-24-May-2012	Munich, Germany	Networking and dissemination of project information to the conference attendees (GIS users, data prociders and planning officers), project information distribution at the stand of conterra	~ 50 (individual discussions)	not available any more (this year's event at http://gistalk.de/)		PSU
Esri International User Conference 2012	19-27-Jul-2012	San Diego, USA	Networking and dissemination of project information, discussion of software requirements of Esri Product ArcGIS for Inspire with the business partner conterra and Esri SW development team	~ 10 (internal discussions)	not available any more (this year's event at http://www.esri.com/events/user-conference)		PSU

DISSEMINATION EVENTS AT INTERNATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
Intergeo 2012	09-11-Oct-2012	Hannover, Germany	Meeting with all GEO-ICT associations (see liaisons tab), dissemination of promotional material, personal communication with managers of Geodata associations, distribution of promotional material for publication (in German), visit of stands of geodata providers and GIS consulting companies and state data providers	~ 16.000 participants in the event, ~80 reached by personal contact	not available any more (this year's event at http://www.intergeo.de/intergeo-en/index.php)		PSU
Esri European User Conference 2012	15-17-Oct-2012	Oslo, Norway	Presentation "SDI & INSPIRE Business: a new approach for SMEs" (16.10); dissemination of promotional material and project factsheet at the stand of conterra, internal presentation and discussion with European Esri SW distributors	~ 800 participants in the event; ~45 attendees at the presentation	http://www.esri.com/news/arcnews/summer12articles/2012-esri-regional-user-conferences-to-celebrate-the-power-of-geographic-understanding.html	smeSpire_ESRI-EU_Oslo_2012_v4.ppt, smespire_fact_sheet_V3.pdf	PSU
European Aviation GIS Summit 2013	14-15-Mar-2013	Amsterdam, Netherlands	Presentation about geodata preparation for airports acoording to standards (3D-Aerodromes case study); dissemination of promotional material and project factsheet	~30 attendees at the presentation	http://www.esri.com/landing-pages/industries/transportation/aviation-summit	smespire_fact_sheet_V3.pdf	PSU
3D-Forum Lindau 2013	19-20-Mar-2013	Lindau, Germany	Dissemination of promotional material, project factsheet, personal communication	~ 190 participants in the event	http://www.3d-forum.li/pdf/Bericht_3D-Forum_2013.pdf	smespire_fact_sheet_V3.pdf	PSU
Esri Partner Conference 2013	25-26-Mar-2013	Palm Springs, USA	Distribution of project information and information about ArcGIS for INSPIRE to attendees, to international Esri partners and international Esri distributors	~200	not available any more (this year's event at http://www.esri.com/events/partner-conference)	smespire_fact_sheet_V3.pdf	PSU
AERO 2013	25-26-Apr-2013	Fiedrichshafen, Germany	Visit to stands of aeronautical data providers (Jeppesen, DFS, private companies), distribution of project material and personal discussion with respective managers	More than 20.000 visitors of the trade show, ~30 people reached by personal contacts	not available any more (next year's event at www.aero-expo.com)	smespire_fact_sheet_V3.pdf	PSU

DISSEMINATION EVENTS AT INTERNATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
Esri International User Conference 2013	08-11-Jul-2013	San Diego, USA	Networking and dissemination of project information, project factsheet, discussion with Esri's ArcGIS for INSPIRE programmers	~25	not available any more (this year's event at http://www.esri.com/events/user-conference)	smespire_fact_sheet_V3.pdf	PSU
Esri EMEA User Conference 2013 (Europe, Middle East and Africa)	23-Oct-2013	Munich, Germany	Dissemination of promotional materia and, project factsheet, personal communications with Esri partners, Esri users	~ 1.800 participants in the event, ~100 reached by personal contacts	http://emeauc.esri.com/?sc_lang=de-DE	smespire_fact_sheet_V3.pdf	PSU
Morgenstadt Meeting	13-14-Feb-2014	London, UK	International meeting of "City of Tomorrow" community managed by Fraunhofer Institute. Information about 3D GIS databases and discussions of upcoming data structures for the 2nd phase of the Morgenstadt Project staring in June 2015. Short presentation and dissemination of smeSpire information and material	~50	http://www.morgenstadt.de/en.html	smespire_fact_sheet_V3.pdf, D1.3_ShortVersion_DE.docx	PSU
Esri Partner Conference 2014	10-12-Mar-2014	Palm Springs, USA	Distribution of project information and information about ArcGIS for INSPIRE to attendees, to international Esri partners and international Esri distributors	~150	http://www.esri.com/events/partner-conference	smespire_fact_sheet_V3.pdf, D1.3_ShortVersion.docx	PSU
AERO 2014	08-11-Apr-2014	Fiedrichshafen, Germany	Visit to stands of aeronautical data providers (Jeppesen, DFS, private companies), distribution of project material and personal discussion with respective managers	More than 33.000 visitors of the trade show, ~35 people reached by personal contacts	not available any more (next year's event at www.aero-expo.com)	smespire_fact_sheet_V3.pdf, D1.3_ShortVersion_DE.docx, D1.3_ShortVersion.docx	PSU
Safety, Mobility, Sustainability... Powered by INSPIRE Conference	4-5-Mar-2013	Brussels, Belgium	Presentation		http://www.poweredbyinspire.eu/p/100/Presentations-March-4	smeSpire_BE_PoweredByINSPIRE_201303	BE
INSPIRE Conference 2013	23-27-Jun-2013		Presentation		http://inspire.ec.europa.eu/events/conferences/inspire_2013/	smeSpire_BE_INSPIREConference2013_20130627	BE
EU INSPIRE conference	23-27-Jun-2012	Istanbul, Turkey	Poster, workshop, presentation	1.000	http://inspire.ec.europa.eu/events/conferences/inspire_2012/		CENIA
HUNAGI Conference	4-Apr-2013	Budapest, Hungary	Presentation	100	http://hunagi4konferencia.blogspot.cz/		CENIA

DISSEMINATION EVENTS AT INTERNATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
EU INSPIRE conference	23-27-Jun-2013	Florence, Italy	Poster, workshop, presentation, leaflet	1.000	http://inspire.ec.europa.eu/events/ conferences/inspire_2013/		CENIA
CZ-SK joint INSPIRE Conference	27-28-Nov-2013	Bratislava, Slovakia	Poster, workshop, presentation, project leaflets	200			CENIA
Esri Developer Summit Europe	11-13-Nov-2013	London, UK	Project leaflet, personal talks	900			CENIA
European Data Forum 2012	6-Jun-2012	Copenhagen, Denmark	Presentation (by Giacomo Martirano about project overview)	200	http://2012.data-forum.eu/	Dropbox\smeSpire\WP4\T4_1\Disseminatio n_EU_level\European_Data_Forum_2012\s meSpire_EDF2012.pptx	EPSIT
INSPIRE Conference 2012	23-27-Jun-2012	Istanbul, Turkey	Workshop "Are SMEs ready to capitalize the INSPIRE benefits?" (presentations by project partners and invited speakers from SMEs)	60	http://inspire.ec.europa.eu/events/ conferences/inspire_2012/index.cf m/page/ws	Dropbox\smeSpire\WP4\T4_1\Disseminatio n_EU_level\INSPIRE_Conference_2012\Wor kshop_presentations	EPSIT
CEN/TC 287 31st PLENARY and associated meetings and workshops	11-14-Sep-2012	Edinburgh, UK	Presentation by Giacomo Martirano as "project liaison"	20			EPSIT
EUROGI Extra Members' Meeting	16-Nov-2012	Lisbon, Portugal	Workshop: "The future of the Data-Economy: Business strategies and models for spatial data." (presentation by Giacomo Martirano)	30		Dropbox\smeSpire\WP4\T4_1\Disseminatio n_EU_level\Eurogi_Lisbon_nov2012\smeSpi re_Eurogi_161112.pptx	EPSIT
HUNAGI Conference	3-4-Apr-2013	Budapest, Hungary	Presentation (by Giacomo Martirano - as invited speaker - about project overview and opportunities to adhere to the smeSpire network)	70	http://hunagi8.blogspot.it/		EPSIT
CEN/TC 287 32nd PLENARY and associated meetings and workshops	8-12-Apr-2013	Oslo, Norway	Presentation by Giacomo Martirano as "project liaison"	20			EPSIT
INSPIRE Conference 2013	22-27-Jun-2013	Florence, Italy	Workshop "Concrete Steps to Implement INSPIRE : Synergies Between The Public and The Private Sector." (presentations by project partners and invited speakers from SMEs)	80	http://inspire.ec.europa.eu/events/ conferences/inspire_2013/index.cf m/page/ws	Dropbox\smeSpire\WP4\T4_1\Disseminatio n_EU_level\INSPIRE_Conference_2013	EPSIT
INSPIRE Conference 2013	22-27-Jun-2013	Florence, Italy	Presentation of Giacomo Martirano "SMEs as key players in geospatial-driven innovation" in the Plenary Session "Capacities and innovation"	300	http://inspire.ec.europa.eu/events/ conferences/inspire_2013/pdfs/26-06-2013_AUDITORIUM_11.00%20-%2012.30_15-Giacomo%20Martirano_Giacomo-Martirano.pdf		EPSIT
Business mission to Shanghai organized by EBPC (European Business Promotion Center)	12-17-Oct-2013	Shanghai, China	Presentations and distribution of dissemination material during several networking meetings	100	http://www.smespire.eu/report-on-the-smespire-business-mission-to-shanghai/		EPSIT
Copernicus 1st Market Pull Pack Workshop	10-12-Dec-2013	Budapest, Hungary	Presentation (by Giacomo Martirano - as invited speaker - about project overview and opportunities to adhere to the smeSpire network)	50	http://copernicuswsbudapest.blogs pot.it/		EPSIT

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DISSEMINATION EVENTS AT INTERNATIONAL LEVEL							
Talk at the Budapest Corvinus University	31-Mar-2014	Budapest, Hungary	Presentation of the smeSpire study (by Gabor Remetey - General Secretary of HUNAGI - during his lecture entitled "The role of National GI Association HUNAGI and other NGOs in the INSPIRE context" at the MSc course for Regional Environmental Management		http://www.smespire.eu/talk-at-the-budapest-corvinus-university/		EPSIT
GeoTunis 2014	2-Apr-2014	Tunis, Tunisia	Presentation (by Giacomo Martirano - as invited speaker - about project overview and opportunities to adhere to the smeSpire network)	30			EPSIT
CSITF 2014	24-27-Apr-2014	Shanghai, China	Distribution of dissemination material at smeSpire/EBPC booth	1000			EPSIT
JIIDE 2012	17-19-Oct-2012	Madrid, Spain	Paper and Oral Presentation Video-Interview, Leaflets	289	www.idee.es/resources/presentaciones/JIIDE12/.../C15.Articulo.pdf www.idee.es/resources/presentaciones/JIIDE12/.../C15.Presentacion.pdf https://www.youtube.com/watch?v=TnN8By7XdcA	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\JIIDE\Cabello_SMESPIRE_Jiide2012_Articulo.pdf Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\JIIDE\Cabello_SMESPIRE_Jiide2012.pdf	ES
INSPIRE Conference 2012	23-27-Jun-2012	Istanbul, Turkey	Oral presentation in smeSpire Workshop	1000	http://inspire.ec.europa.eu/events/conferences/inspire_2012/	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\INSPIRE\INSPIRE12_smespire_TRACASA.pdf	ES
INSPIRE Conference 2013	23-27-Jun-2013	Florence, Italy	Oral presentations in different Workshops	1000	http://inspire.ec.europa.eu/events/conferences/inspire_2013/	Dropbox\smeSpire\WP4\T4_1\Dissemination_country_level\ES\INSPIRE\Maria Cabello_Sinergies PPP.pptx INSPIRE_AMFM_WS1_3-2.pptx	ES
Cost and Benefits of implementing the INSPIRE Directive Workshop	15-Oct-2012	Ispra, Italy	Presentation	30	http://inspire-forum.jrc.ec.europa.eu/pg/pages/view/97730/cost-and-benefits-of-implementing-the-inspire-directive-workshop	Dropbox\smeSpire\WP4\T4_1\Dissemination_EU_level\JRC_workshop_MSCP_2012	JRC
Study visit of the coordination for the City of Zagreb PPIS	18-Apr-2013	Ispra, Italy	Presentation	30			JRC
GWF (Geospatial World Forum) 2013	13-16-May-2013	Rotterdam, Netherlands	Dialogue session "Leveraging SMEs' strengths for INSPIRE" (several presentations by invited speakers SMEs)	50	http://geospatialworldforum.org/2013/sme_pr.htm	Dropbox\smeSpire\Meetings\presentations@conferences\GWF\presentations	JRC

DISSEMINATION EVENTS AT INTERNATIONAL LEVEL							
NAME OF THE EVENT	DATE	PLACE	TYPE OF DISSEMINATION ACTIVITY	Estimated number of people reached	URL of the event (if available)	FILENAME of the ppt or other dissemination material uploaded in dropbox	PARTNER
INSPIRE Conference 2013	22-27-Jun-2013	Florence, Italy	Presentation of Maria Betti - Director IES JRC, European Commission, during the Plenary Session of 25/06/2013	400	http://inspire.ec.europa.eu/events/conferences/inspire_2013/pdfs/25-06-2013_AUDITORIUM_09.30%20-%2010.30_4-Maria%20Betti_Maria-Betti.pdf		JRC
INSPIRE Conference 2013	22-27-Jun-2013	Florence, Italy	Poster ""Leveraging SMEs' strengths for INSPIRE"	400	http://inspire.ec.europa.eu/events/conferences/inspire_2013/	Dropbox\smeSpire\Meetings\presentations@conferences\INSPIRE\INSPIREconference2013_smeSpireWorkshop.pdf	JRC
ISA Spatial Information and Services working group meeting	16-17-Oct-2013	Ispra, Italy	Presentation				JRC
EU INSPIRE conference	23-27-Jun-2012	Istanbul, Turkey	Poster, workshop, presentation	1.000	http://inspire.ec.europa.eu/events/conferences/inspire_2012/		SAZP
CZ-SK joint INSPIRE conference	27-28-Nov-2012	Prague - Pruhonice, Czech Republic	Presentation, poster, workshop, project leaflets	150	http://inspire.gov.sk/clanky/prva-cesko-slovenska-inspire-konferencia		SAZP
HUNAGI Conference	4-Apr-2013	Budapest, Hungary	Presentation	100	http://hunagi4konferencia.blogspot.cz/		SAZP
EU INSPIRE Conference	23-27-Jun-2013	Florence, Italy	Poster, workshop, presentation, leaflet	1.000	http://inspire.ec.europa.eu/events/conferences/inspire_2013/		SAZP

Annex 4 – Draft statute of smeSpire EEIG

smeSpire EEIG

Statute

Preamble

The undersigned (in the following identified as Founding Members):

1. xxx, established in yyy, represented by its legal/statutory representative, zzz,
2. xxx, established in yyy, represented by its legal/statutory representative, zzz,
3. xxx, established in yyy, represented by its legal/statutory representative, zzz,

agree to be Founding Members of the smeSpire-EEIG European Economic Interest Grouping, governed by Council Regulation (EEC) No 2137/85 of 25 July 1985 on the European Economic Interest Grouping (EEIG) and by this Statute.

TITLE I   GENERAL PROVISIONS
ARTICLE 1: NAME OF THE EEIG
1.1   The grouping name is: smeSpire-EEIG

ARTICLE 2: OFFICIAL ADDRESS OF THE EEIG
2.1   The official address of the smeSpire-EEIG for 2014 will be:

smeSpire-EEIG
xxx

2.2   The official address may be relocated in the years after as needed, in another Founding Member' address. Such a decision shall be taken by the General Assembly by a majority of two thirds.

2.3   Decisions to open or close-down branch offices shall be taken by the General Assembly by a majority of two thirds.

ARTICLE 3: PURPOSE OF THE smeSpire-EEIG
3.1   The purpose of the smeSpire-EEIG is to facilitate and develop the economic activities of its members and to exploit the results of the smeSpire project.

3.2   smeSpire project is an FP7 Support Action aiming to turn the challenges of the INSPIRE Directive implementation into business opportunities for the geo-ICT European SMEs. The project (Grant Agreement n° 296307 – full title: "A European Community of SMEs built on

Environmental Digital Content and Languages") has been supported by the European Commission and involved 15 partners from 12 EU Member States. The project started on 01.05.2012 and ended on 30/04/2014.

3.3   The main activities of the smeSpire-EEIG will consist of:
- maintaining, updating, upgrading the smeSpire project results, namely:
- the database
- the best practice catalogue
- the training platform
- the communication channels
- collecting, analysing, distributing data about geo-ICT sector and working on sectorial related studies;
- pursuing the expansion of the smeSpire network;
- offering to the smeSpire network members the same services offered during the smeSpire project and additional services that can be identified in the future;
- establishing liaisons with existing and forthcoming associations and/or organizations representing collective interests active in similar fields;
- establishing liaisons with Standardisation Organisations active in geographic information and other related topics;
- establishing agreements, even of commercial nature, with third-parties for the provision of goods/services useful for the purpose of the grouping, if such provisions cannot be made by the members;
- supporting the geo-ICT SMEs in relationship to EU policies
- participating to H2020 proposals and projects, mainly as coordinator of Coordination and Support Actions or as work package/task leader for dissemination, exploitation and communication activities;
- undertaking contracts in the geo-ICT field and related topics, even outside European Union.

3.4   The main assets of the smeSpire-EEIG consist of the foreground results of the smeSpire project:
- Data:
- Companies
- Location
- Attributes
- Best Practices
- Contacts (e.g. mailing lists)
- Software:
- Web site
- smeSpire database and related web application
- Best Practice Catalogue and related web aplication
- Training platform
- Documents:
- Public project reports
- Internal project reports
- Training material

- Templates
- Newsletters
- Other resources:
- Logos and acronyms
- Video
- Presentations
- Leaflets

According to the agreement concluded by the smeSpire project partners, in order to pursue its statutory objectives the smeSpire-EEIG has the right to use, modify, update and upgrade these foreground results.

ARTICLE 4: DURATION OF THE smeSpire-EEIG

4.1   The duration of the smeSpire-EEIG shall be indefinite.

TITLE II   FINANCING OF THE GROUPING

ARTICLE 5: START-UP CAPITAL

5.1   The grouping is formed with a start-up capital of x (x thousands) Euro, consisting of 2.000 (two thousands) Euro subscribed by each Founding Member.

5.2   Future subscriptions of the smeSpire-EEIG capital fund will be subject to a decision of the General Assembly.

5.3   Shares of the future smeSpire-EEIG capital fund will be assigned to each Founding Member in equal percentage, corresponding to y %

5.4   The Founding Members offer their facilities as means for the smeSpire-EEIG to operate.

ARTICLE 6: REVENUE STREAMS

6.1   The smeSpire-EEIG functioning will be financed with:

a. annual fees of the members, essentially needed to cover the operational costs
b. participation to projects/contracts at EU (e.g. H2020), international and national levels
c. fees related to services sold to third parties.

TITLE III   Members

ARTICLE 7: ADMISSION OF NEW MEMBERS

7.1   The admission of a new member has to be proposed by two existing members, which have to be Founding Members or have to be member at least one year before their proposal to admit a new member. The two proposing members ensure that the new member has a profile coherent with the smeSpire-EEIG mission.

7.2   The admission of new members will be subject to a decision of the General Assembly

7.3   The admission of a new member may be subject to the payment of an admission fee established by a decision of the General Assembly

ARTICLE 8: RESIGNATION OF A MEMBER

8.1   Any member of the smeSpire-EEIG may resign from the grouping, assigning to the remaining members the right to continue using and deploying its technology/expertise.

8.2   The resigning member shall give 3 months prior notice to the Chairman of the Board by a registered letter with acknowledge of receipt. The Chairman of the Board will notify the Board of Directors and the General Assembly as soon as she/he will receive the resignation letter. The resignation will have effects 3 months after the reception of the resignation letter by the Chairman of the Board.

ARTICLE 9: EXPULSION OF A MEMEBR

9.1   Any member of the smeSpire-EEIG may be asked to leave if it seriously fails in its obligations according to the expertise bringing into the grouping or if it causes or threatens to cause serious disruption in the operation of the smeSpire-EEIG.

9.2   A decision to ask a member to leave shall be taken by the General Assembly The member whose expulsion is proposed shall be heard, but the member shall not be entitled to participate in the voting. Decision of a court is not needed.

ARTICLE 10:   MISS THE STATUS OF MEMBER

10.1 A member ceases from the smeSpire-EEIG:
-   in case of ending/closure of the Member organization.
-   in case of the winding-up of the member.
-   if the liquidation of the member has been determined.
-   if insolvency proceedings have been opened on the member's assets.

ARTICLE 11:   ASSIGNMENT OF PARTICIPATION

11.1 Any member of the smeSpire-EEIG may assign his participation in the grouping to another member with equal capabilities; the assignment shall be subject to a decision of the General Assembly.

ARTICLE 12: SUCCESSION IN THE EVENT OF ENDING/CLOSURE OF A MEMBER ORGANISATION

12.1 In the event of ending/closure of a Member organization, authorisation to admit his successor to the smeSpire-EEIG shall be subject to a decision of the General Assembly.

ARTICLE 13:   RIGHTS & OBLIGATIONS OF A MEMBER THAT CEASES

13.1 When a member ceases to belong to the smeSpire-EEIG for any reason other than the assignment of its rights in accordance with the conditions laid down in Article12, the value of its rights and obligations shall be determined taking into account the assets and liabilities of the smeSpire-EEIG as they stand when he ceases to belong to it. In that case the successors shall undertake the value of assets and liabilities of the ceasing member.

ARTICLE 14:   RIGHT OF INFORMATION AND INSPECTION

14.1 Each member shall be entitled to obtain information from the Board of Directors concerning the grouping's business and to inspect the grouping's books and business records after sufficient notice.

ARTICLE 15:   LIABILITY

15.1 The members of the grouping shall have unlimited joint and several liability for the grouping debts and liabilities of whatever nature.

TITLE IV ORGANIZATIONAL ASPECTS

ARTICLE 16:   GOVERNANCE STRUCTURE

16.1 The organizational structure of the smeSpire-EEIG shall comprise the following Bodies
• The Board of Directors, as the executive board.
• The General Assembly, as the ultimate decision making body.
• The Board of Statutory Auditors.

ARTICLE 17:   BOARD OF DIRECTORS

17.1 The Board of Directors shall consist initially of x members, and, more precisely, of one representative appointed by each Founding Member.

17.2 The Board of Directors shall appoint one (1) Chairman and, optionally, one (1) vice-Chairman, by means of a decision taken with a majority vote of its components. The Chairman shall act as legal representative of the smeSpire-EEIG.

17.3 Each appointment shall be made for a fixed term, which shall in no case exceed three years. The Directors may be re-appointed.

17.4 In case of expiry of the term of appointment, each Director shall remain in office until the appointment of a successor or, alternatively, until his/her reappointment.

17.5 In case that, in the course of the term of appointment, one of the Directors appointed pursuant to this article, ceases for whatever reason her/his office, or a Director does not accept in writing her/his appointment within fifteen (15) days from the day she/he is notified of such appointment, the Founding Member that has appointed such Director shall appoint a new Director within 20 days.

17.6 The resignation of the majority of the Directors shall determine the convening of the General Assembly, which will assume the relevant decisions.

17.7 For anything not expressly provided by this Statute, the rules of the Italian Civil Code regulating the functioning of the Board of Directors of the Società per Azioni shall apply.

17.8 An indemnity might be provided in relation to the office of Director. Such indemnity shall be determined by the General Assembly.

17.9 The Board of Directors is vested with the ordinary and extraordinary administration of the smeSpire-EEIG, without limitation.

17.10 All decisions taken by the Board of Directors shall be taken with a majority vote of its components.

17.11 The Board resolves on all the executive issues such as (and without limitation to the items of the following list):
• the destination and payment of financing and funding;
• the regulation and organisation of the services;
• the personnel recruitment and its remuneration to be approved by the General Assembly;
• the relationships with the potential customers;
• the identification of third parties for the provision of goods/services useful for the purpose of the grouping, if such provisions cannot be made by the members;
• the statutory accounts;
• the execution of lease agreements, the execution of mortgage agreements, the reduction and postponement and deletion of mortgages;
• the opening of bank accounts;
• the execution of arbitration agreements, based on the law or on equity;
• any other act or resolution necessary or opportune in the interest of the smeSpire-EEIG.

17.12 Without prejudice to what provided by law as to the checking powers of the public authorities, the Board of Directors may amend these statute, by means of a resolution taken with a majority vote of its components; such amendments, in order to be effective, shall be approved by an ordinary resolution of the Board of Statutory Auditors.

17.13 The Board may appoint a secretary among its members or among third parties.

17.14 The Board of Directors may entrust the Chairman, the Vice-Chairman and the General Manager, when appointed, with its powers for the administration.

17.15 The Board will prepare the Budget and the annual balance sheet to be approved by the General Assembly.

17.16   The Board of Directors shall meet at least twice a year and, in any case it shall be called by the Chairman, or, in case of her/his absence or impossibility to act, by the Vice-Chairman.

17.17   The Auditors shall participate to the meetings of the Board of Directors, without voting rights. The General Managers, if appointed and if invited, shall take part to the meeting of the Board, without voting right and with a consultative function.

17.18   The Chairman shall call a meeting of the Board of Directors if she/he is requested to do so by at least two Directors or by the Board of the Statutory Auditors or by two thirds of the General Assembly.

17.19   The Board of Directors shall be called by the Chairman, by means of a communication stating the day, time and place of the meeting and the list of items on the agenda. The communication shall be notified to the Directors and to the Auditors at least seven days prior to the meeting.

17.20   In case of urgency, the meeting may be called with a three (3) days prior notice.

17.21   The communication shall be notified by registered letter return receipt, or by telegram of fax. Communications may be sent by email to those Directors who have previously communicated in writing to the Chairman their email addresses for this purpose.

17.22   The meetings of the Board of Directors shall be held, among those present, at the registered office or elsewhere, in Italy, or in another EU member state. The meetings of the Board of Directors may take place by teleconference or videoconference, on the condition that the participants (included the Statutory Auditors and, if invited, the General Managers) are personally identified and they can effectively follow all matters, intervene simultaneously in the discussions and they can receive, send or examine the documents. On these conditions, the meeting shall be considered to be held in the place where both the Chairman and the Secretary are, in order to allow them to prepare and sign the minutes of the meeting. The minutes of the meetings of the Board of Directors shall be recorded in chronological order in the books and shall be signed by the Chairman, by the secretary, when appointed, and by one of the Auditors.

17.23   The Directors shall be responsible pursuant to article 18 of the Italian Civil Code.

17.24   In case it deems it opportune, the Board of Directors may appoint up to two Managers of the smeSpire-EEIG. The Manager shall have the functions and the powers delegated each time by the Board of Directors.

17.25   The indemnity due to the Managers shall be determined annually by the General Assembly.

ARTICLE 18:   GENERAL ASSEMBLY

18.1 The General Assembly is composed by one (1) representative of each smeSpire-EEIG member. Each member of the General Assembly has one (1) vote.

18.2 The General Assembly shall meet at least annually to approve the balance sheet before 31st March of each year; in any case the General Assembly shall be called by the Chairman, or, in case of his absence or impossibility to act, by the Vice-Chairman.

18.3 The Chairman shall call a General Assembly if she/he is requested to do so by at least two thirds of the members.

18.4 The General Assembly shall be called by the Chairman, by means of a communication stating the day, time and place of the meeting and the list of items on the agenda. The communication shall be notified to the smeSpire-EEIG Members and to the Auditors at least seven days prior to the meeting.

18.5 The communication shall be notified by registered letter return receipt, or by telegram of fax. Communications may be sent by email to those who have previously communicated in writing to the Chairman their email addresses for this purpose.

18.6 The meetings of the General Assembly shall be held, among those present, at the registered office or elsewhere, in Italy, or in another EU member state. The General Assembly may take place by teleconference or videoconference, on the condition that the participants (included the Statutory Auditors and, if invited, the General Managers) are personally identified and they can effectively follow all matters, intervene simultaneously in the discussions and they can receive, send or examine the documents. On these conditions, the meeting shall be considered to be held in the place where both the Chairman and the Secretary are, in order to allow them to prepare and sign the minutes of the meeting. The minutes of the meetings of the General Assembly shall be recorded in chronological order in the books and shall be signed by the Chairman, by the secretary (when appointed), and by one of the Auditors.

18.7 The General Assembly:
- approves the admission of new members, according to the provisions of the article 7;
- approves the expulsion of a member, according to the provisions of the article 9.
- appoints the members of the Statutory Auditors;
- approves the operational trends of the smeSpire-EEIG, and the programmes of activities proposed by the Board of Directors, establishing the effort distribution among members;
- approves the budget;
- approves the balance sheet and authorize the report on the related corporate book;
- approves and/or ratifies the constitution of secretariats and thematic networks, as well as the participation of the smeSpire-EEIG in other associations, organisations, consortia-companies, tenders or proposals;
- modifies the smeSpire-EEIG statute;
- assumes any decision concerning the payment of dividends to the shareholders;
- assumes any decision resulting from the resignation of the majority of the Directors;
- transfer the official address of the grouping;

- determines the indemnities, if due, for the Directors, the Auditors, the secretary and the General Managers;
- assumes to put eventual net profits into a capital fund or to pay dividends to the shareholders;
- requires the members to contribute to cover the losses incurred.

18.8 All other decisions shall be taken under the following quorum and majority conditions:
- The meeting may deliberate validly only if at least half of the members are present or represented.
- If less than 50 % are present or represented, another meeting must be convened within a month.
- Decisions shall be taken by a majority of two thirds of the votes of members present or represented, unless otherwise provided in the clauses of this statute.

ARTICLE 19:   BOARD OF STATUTORY AUDITORS
19.1 The Board shall be formed of two effective members and of two substitute ones, appointed by the General Assembly.

19.2 Once appointed, the effective members shall appoint the Chairman of the Board of Statutory Auditors.

19.3 The Auditors shall remain in office for periods of three years and may be re-appointed. They may participate to the meetings of the Board of Directors.

19.4 In case of vacancy of one of one of the effective members, before the end of the three-years term, the substitute members shall replace them, starting from the elder one, and they shall remain in office up until the end of the three years term.

19.5 In case of relocation of the smeSpire-EEIG, the above appointing rules might be changed as well in order to reflect the changes of the seat.

19.6 The General Assembly shall determine the indemnity to be granted to the members of the Board of Statutory Auditors.

19.7 The Auditors shall audit the financial administration of the smeSpire-EEIG.

19.8 They shall indicate the financial principles to be followed, check all the administrative acts, the agreements, and all debits and credits.

19.9 They shall take the minutes of all checks carried out by the Board of Directors and they shall record them in a book equivalent to the book of the minutes of the meetings of the Board of Directors.

19.10   Moreover, the Auditors shall audit the statutory accounts and shall address a report to the Board of Directors thereon.

19.11   In case they discover some irregularities, the Auditors shall report them to the Chairman of the Board, of Directors and, if they deem it opportune, to the competent authorities.

TITLE V FINANCIAL YEAR – ANNUAL ACCOUNTS – PROFITS/LOSSES – AUDIT WINDING UP/LIQUIDATION

ARTICLE 20:   FINANCIAL YEAR
20.1 The financial year starts on 1 January and ends on 31 December of each year. Exceptionally, the first financial year will start on the date of registration of the grouping and end on 31 December 2014.

ARTICLE 21:   ANNUAL ACCOUNTS
21.1 At the end of each financial year, annual accounts shall be drawn up by the Board of Directors who shall submit them to the General Assembly for approval within 3 months of the end of the financial year.

ARTICLE 22:   PROFITS AND LOSSES
22.1 If the final annual balances or any intermediary accounts indicate a net loss, which cannot be covered by 50% of the equity and the accrued reserves, the Board of Directors have immediately to convene a General Assembly meeting, where this circumstance has to be reported.

22.2 The General Assembly may resolve to pay dividends to the shareholders, if this resolution is taken after closing the final annual accounts.

22.3 In case of net profit, the General Assembly may decide to put in a smeSpire-EEIG capital fund, or to pay dividends to shareholders

22.4 No losses are foreseen. In the event of a temporary loss, the General Assembly may require the members of the grouping to contribute to cover the losses incurred.

ARTICLE 23:   WINDING UP
23.1 The General Assembly may decide to wind up the grouping.

ARTICLE 24:   LIQUIDATION
24.1 The smeSpire-EEIG termination implies liquidation, to be assumed by the Members in strict connection with the Member that hosts the smeSpire-EEIG. Any assets or liabilities

remaining after payment of the grouping's debts and liabilities shall be apportioned among the members according to their shares.

TITLE VI FINAL PROVISIONS
ARTICLE 25:   DISPUTES
25.1 Any dispute arising out of or related to the present statute shall be settled by arbitration under the Rules of the Milan Chamber of Arbitration (the Rules) adopted by the Chamber of Commerce of Milan, by a sole arbitrator, appointed in accordance with the Rules. The law applicable to the merits of the dispute shall be Italian. The seat of arbitration shall be Milan. The language of arbitration shall be English. .

ARTICLE 26:   REQUIREMENT OF WRITTEN FORM
26.1 All agreements between the members or between the grouping and the members regarding membership matters must be made in writing (either as digital or hardcopy formats) in order to be effectual, unless notarisation is compulsory. This shall also apply to any waiver of the written form.

ARTICLE 27:   SEVERABILITY CLAUSE
27.1 Should any of the provisions of the present contract be or become totally or partially void, or should the statute turn out to contain loopholes, validity of the remaining provisions shall not be affected.

27.2 The invalid provision shall be replaced by another reasonable provision which provides for effects as close as possible to the effects which the contractual parties have intended.

27.3 In case of loopholes a provision shall be considered as agreed that resembles the one the most that the members would have agreed if they had perceived the loophole.

Done in _____, on _____

The Founding Members