Project co-financed by the European Regional Development Fund

MED Greenhouses
"Green Growth through the capitalization of innovative Greenhouses"

3.2.4. Joint MED Action Plan transferring knowledge

CEBAS-CSIC

Project Details:

Programme: **Interreg MED 2014-2020**

Priority Axis: **1. Promoting Mediterranean innovation capacities to develop smart and sustainable growth**

Objective: **1.1. To increase transnational activity of innovative clusters and networks of key sectors of the MED area**

Project Title: **Green Growth through the capitalization of innovative Greenhouses**

Project Acronym: **MED Greenhouses**

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Lead Partner: **University of Thessaly**

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1. Introduction

The term "Knowledge transfer" can be defined as the process through which an entity acquires certain knowledge, technology or innovative process or product that another agent has developed or created (Schumpeter). In the greenhouse eco-innovation area, activities related to knowledge transfer involve the processes of detecting or creating and sharing new technologies and innovation activities that allows the sector to move towards a more competitive and efficient agro-food chain, and respectful of the environment.

Knowledge Transfer can refer to several types of activities: Introduction of new products; Introduction of new production methods; Opening of new markets development of new supply lines of raw materials and other resources. Development of new market structures in a sector for a business, increasing its productivity and competitiveness.

After assessing and analyzing the partners' contributions, the following activities and good practices are presented by each partner, aiming to facilitate knowledge sharing for enhancing to improve eco-innovation capacities of public and private actors. The report is structured at partner's country level:

- Region of Berat / Albania
- Nicosia / Cyprus
- PACA region / France
- Region of Thessaly / Greece
- Molise Region / Italy
- Region of Murcia / Spain

2. Knowledge transfer activities for improving eco-innovation in the Mediterranean greenhouse sector

The partner will identify at least 3 knowledge transfer activities and will elaborate tasks and deadlines for effective implementation, following the indications provided in this template.

Some examples of activities in the action plan that can be used by partners for knowledge transfer are described as follows.

Example of activities

- Dissemination of greenhouse technology Offers and greenhouse technology requests.
- Develop an Inventory of all kind of advanced technology and equipment related to greenhouses, as well as innovation projects for improving agronomical management or agroecological practices, to be offered or requested.
- Facilitate the match-making of 4helix-actors (e.g. Cluster's members) assessing Technology Offers and Technology Requests.
- Fostering meetings between Universities/Research Centres and Companies
- Programmes to help finance and promote technology and knowledge Transfer projects.
- Giving advice in IPR and contractual issues
- Organisation/participation in Conferences, workshops and seminars
- Publications
- Open access research facilities

Indicative Tools:
The tools that could be used to carry out these activities are for example: CRM, Database, Partnering events, use of other networks for knowledge transfer, etc.

Synergies and complementarities with other networks and initiatives (such as other MED projects, Enterprise Europe Network, Universities) will enhance the level of capacity building in the greenhouse community of stakeholders.

Actions should focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc)
- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.
- Suggestion of Policy Makers (at local/regional level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

2.1 Albania

In this section three (3) knowledge transfer activities are presented aiming to improve the knowledge for innovative greenhouses technologies in Albania. The proposed activities can be applied in the agricultural regions of Albania (e.g. Berat, Fier). In general, these activities should focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc)
- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.

- Suggestion of Policy Makers (at local/regional level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

Knowledge Transfer Activity 1: Webinars for innovative greenhouse technologies

This is an activity that can continue after project end. The online-seminars (webinars) should aim to inform stakeholders/actors of the 4-helix with different issues related (directly or indirectly) to innovative greenhouse technologies. The main advantage of the webinars is that the stakeholders/actors can participate in this from distance, only by having internet access and a device (tablet/computer). In particular, the webinars should aim to:

- Make the actors/stakeholders of the sector familiar with new innovative greenhouses technologies that can be applied in Albania,
- Inform them about the benefits, at environmental, social and economic level, that arise from the use of these technologies,
- Present them the installation and operation procedures (technical features that need to be taken into consideration),
- Inform them about any limitations, pros and cons, indicative costs and key sustainability factors that they need to take into account,
- Present them financing channels (at EU or regional/national level) that provide fund eco-innovative investments,

Existing tools/means to be used:

The proposed activity is sustainable as most of the tools/means for the organisation of the Webinars are available and no additional budget is required. Existing tools to be used:

- **E-learning platform**: The platform had been developed during MED Greenhouse project (del.3.2.2) and will be operational after project's end. It has a friendly-use interface and it is has no limitations regarding the number of the participants that can log in.
- **Training material**: The training material was designed by the institutional partners of the MED Greenhouses project (TEI of Thessaly-LP and University of Thessaly-PP1) in order to inform and familiarise the stakeholders/key actors of the greenhouse industry regarding the installation, the operation and the replication procedures of the Innovative Geothermal Greenhouse (MED Greenhouse) as well as to disseminate the essential advantages/benefits compared to the conventional greenhouses.

  Furthermore, new training material can be produced based on the deliverables of the project. One of them is the *del. 3.1.3 "Joint Report of available financial channels for eco-innovative technologies"* presenting the

identified financial channels in Albania that can provide grants for eco-innovative investments (focusing on innovative greenhouses).

- **Stakeholders' database:** Invitations (including a brief text for the purposes and the benefits of the webinar) can be sent to stakeholders/ key actors of the sector in order to participate in this. The invitations can be sent to the key stakeholders identified and presented in the del. 3.1.2 "Development of stakeholders & beneficiaries database".

Knowledge Transfer Activity 2: Operation of ATI-Cluster and registration of new members

The Agricultural Transnational Innovative (ATI) Cluster established during the MED Greenhouses project can be valorised for transferring knowledge in Albania. The partners can trigger the key actors/stakeholders of the sector (SMEs, farmers, producers, development agencies, associations, research institutes etc.) to register in the ATI-Cluster and benefited from the designed services and the transnational network having access to regarding EU & national initiatives, news, financial channels, innovative technologies and share their needs and experiences at transnational level.

Through the ATI-Cluster, the partners can:

- provide tailored services (training/capacity building seminars, coaching, pitching services) designed during project implementation,
- Valorise the MoU signed among project partners and adopt policy recommendations designed during the project favouring eco-innovative investments,
- Promote synergies and collaborations with actors of other countries sharing knowledge and experiences at Med level and developing joint projects/concepts

Existing tools/means to be used:

Most of the tools/means for the ATI- Cluster will or have already produced during the project implementation. Existing tools that can be used for this activity are:

- The **ATI-Cluster** which will be established in the MED Greenhouses project,
- The ***del. 2.2.1 "Joint Communication plan",***
- The ***del. 3.2.6 "Recommendations for the establishment of mechanisms favouring cooperation between actors of the quadruple helix"*** which will present the offered services of the Cluster, the model of operation and the communication strategy and the key performance factors,

- The ***del. 3.3.1 "Memorandum of Agreement/Understanding"*** which will include the written commitments between the partners of the project and key policy makers of the sector.

Knowledge Transfer Activity 3: Campaign for eco-innovation in agriculture sector

The 3rd proposed activity for transferring knowledge would be the development of a campaign promoting the benefits of eco-innovative investments, news and opportunities arise. The campaign can be organised without any additional expenses and through web communication channels that were developed during the MED Greenhouses project. These channels will continue to operate after the end of the project, ensuring the sustainability of its results. In order to secure this, the partners need to feed these online channels (see below) with updated news and relevant information in order to attract visitors.

Existing tools/means to be used:

All the tools/means that will be used for the campaign have already developed during the project implementation. In particular, the tools that can be used for this activity are:

- Forum of Innovative Agriculture (del. 3.3.3),
- Social media accounts: facebook & twitter account developed during the project (del. 2.2.2)
- Project website (del. 2.4.1),
- On-line platform (del 3.2.1),
- Partner's website

2.2 Cyprus

Knowledge transfer activity 1: Provision of e-courses (webinars) through the e-learning platform after project's end.

One of the main knowledge transfer activities that can have positive repercussions on the general agricultural performances is the provision of training activities for farmers. The state-of-the-art technologies offered by the project require some specific competences to be acquired. Hence it is of vital importance for the project's success to train and educate farmers to the new technologies' usage. Therefore, the e-learning platform developed during the implementation of the project, with the aim to provide webinars and on line courses to all farmers and stakeholders involved, must be operative even after the end of the project. The main objectives of the platform are:

- Training farmers on new technologies usage that can positively affect the results of the entire project.

- Provide updated information on the most advanced technologies and techniques adopted at international level.
- Provide useful information even on topics related to the implementation of a new business activity in order to enable farmers to understand some basic economic notions that can help them to understand the feasibility of new investments and how to manage an economic activity in the best way. In this section more information about the existing financial channels and the new opportunities of funding should be provided.
- The on-line platform should offer as well a forum where all the stakeholders involved can ask questions and advices to other members in order to strengthen the cooperation among actors.
- The on-line courses shall be carried out by experts from universities or research centres that have already implemented pilot projects in the greenhouse field that can provide useful information about the possible issues that can arise for the duration of the project.
- Familiarizing with the eco-innovative opportunities of investment.

Existing tools/means to be used:

e-courses is a feasible activity that does not require additional funding to be implemented.

- **E-learning platform**: the e-learning platform is already available and has an intuitive interface that enables even non technology-friendly users to interact with it.
- **Training material**: the training material has already been designed by the institutional partners of the MED Greenhouses project (TEI of Thessaly-LP and University of Thessaly-PP1).

Knowledge Transfer Activity 2: organization of conferences and meetings that can foster the collaboration among stakeholders and spread information about the eco-investments.

Conferences and meetings that can gather together actors from the quadruple helix will have a positive impact on the collaboration among all actors involved in the project. In particular conferences:

- Allow cluster members and project participants to strengthen the existing network.
- Widen the existing network involving in meetings and conferences new actors from the academic world, civil society, existing associations and

external actors in order to develop more capacity building and attract new possible investors in the project.

- Raise awareness on topics related to the eco-innovative solutions in agriculture and how to increase their number involving new stakeholders in the project.
- Strengthen the relationships among actors involved in order to increase the supply-demand match among them.
- Inform the stakeholders involved about new technologies usage and eco-innovative opportunities of investments that can have positive effects on the production yield, on firms' turnover, on the society and eventually on the environment.

Existing tools/means to be used:

- **Stakeholders' database:** the database that has been developed during the project implementation is a valid tool to send invitations to the different stakeholders involved in the project. The invitations for the conferences or the meetings organized in order to increase the awareness on eco-innovative solutions in agriculture and to strengthen the network can be sent to key stakeholders identified and presented in the del. 3.1.2 "Development of stakeholders & beneficiaries database".
- **Project website** (del. 2.4.1): it can be used for publishing invitations and agendas of upcoming conferences, events and meetings.
- **On-line platform** (del 3.2.1): can be used to spread information on the conferences and meetings topics organized.
- **Partner's website:** can provide information on the next conferences and meetings with updated information on topics and experts involved.
- **News letter:** a news letter that periodically provides updated information on the upcoming meetings organized and on relevant news related to the greenhouse industry.
- **Social media accounts:** facebook & twitter account developed during the project (del. 2.2.2)

Knowledge Transfer Activity 3: using the Customer Relationship Management principles to increase customers' satisfaction and retention rate.

The third knowledge transfer activity is based on the customers' purchases information transfer. Sharing information about customers' preferences in order to provide products that can fulfil their needs will positively impact on the sale amount in the long run and the collaboration among the ATI cluster members. Deliver high quality products and measuring the retention rate of customers is a key business activity for the project as a whole but also for single producers. The application of the CRM principles can:

- Strengthen the loyalty between producers and consumers through the promotion of MED greenhouse products in national and international fairs and official and non official meetings in order to build solid relationships with buyers that can last even after the end of the project.
- Identify the market segments to address with customized products according to the customer's needs.
- Increase the trust among cluster's members through the provision of match making services that enhance the cooperation among actors in order to increase the purchase volume from various market subjects.

- Build a correct marketing strategy through the information provided by webinars on the on-line platform specifically tailored to sell products in national and international markets.
- Deliver high quality products that eventually will attract new customers.
- Collect and share customers' purchase information among the cluster members and build a customers' database.

Indicative tools/means to be used:

- **Customers' database:** in order to fulfil the needs of customers it is important to create a database that can collect and manage all the information related to their purchase habits, from the price paid to the purchase volume.

Existing tools/means to be used:

- **On-line platform** (del 3.2.1): it can be used to share information about the best marketing strategy that can be adopted by the cluster's member and information about the customers purchasing trends. The tool will provide thorough information about the segments of clients and how to satisfy them in order to keep high the retention rate.
- **Forum of Innovative Agriculture** (del. 3.3.3)
- **ATI-Cluster model of operation & Memorandum of Agreement/Understanding** (del. 3.2.6 & 3.3.1)

2.3 France

Med greenhouses Project aims at capitalising good practices in greenhouses sector in Mediterranean countries partners of the project.
In this deliverable SEMIDE has identified 3 knowledge transfer activities that could be applied in France and has described tasks and deadlines for effective implementation, following the indications provided by the project partner responsible of this deliverable "CSIC".
The action presented in chapter 3 of this deliverable focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc)
- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)

- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.
- Suggestion of Policy Makers (at local/regional level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

2.4 Greece

University of Thessaly

UTH identified 3 knowledge transfer activities and presents the tasks and deadlines for effective implementation.

The tools that are used to carry out these activities are for example: CRM, Database, Partnering events, use of other networks for knowledge transfer, etc.
Synergies and complementarities with other networks and initiatives (such as other MED projects, Enterprise Europe Network, Universities) will enhance the level of capacity building in the greenhouse community of stakeholders.

The actions focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc.)
- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.
- Suggestion of Policy Makers (at local/regional level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

TEI of Thessaly

In this section, several knowledge transfer activities that can be taken into consideration for the Joint Action Plan are introduced including sub-tasks and means/tools for their effective implementation and following the guidelines provided by the responsible for this deliverable Project Partner (CEBAS-CSIC). Three (3) of the most promising and feasible activities will be analysed further in section 3 and 4.
The action plan should aim at transferring existing knowledge that contributes to eco-innovative (sustainable) agriculture. This Action Plan presents some key activities that can be continued by the LP after project end and can ensure Cluster's sustainability and secure the capitalisation of the produced knowledge contributing to Green Growth.
A pool of activities is presented in the following table:

Table 1- Pool of Knowledge Transfer Activities for improving innovation in MED Greenhouse sector

- Develop an Inventory of all kind of advanced technology and equipments related to greenhouses.
- Develop database with innovation projects and best practises for improving agronomical management or agro-ecological practices.
- Develop database with financial channels at Regional, National and EU level.
- Provide match-making (Team-up) services to 4helix-actors (e.g. Cluster's members) after assessing supply and demand services.
- Fostering meetings between Universities/Research Centres and SMEs.
- Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects.
- Giving advice for Intellectual Property Rights and contractual issues.
- Participation in conferences, agriculture exhibitions/fairs and other dissemination events.
- Make publications and posts in relevant Social Media, Press, relevant journals.
- Open access research facilities.
- Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).
- Organise Thematic Events to stakeholders (info days etc.).
- Organise open (public) demonstrations of Innovative Technologies (study visits to installations etc.).

Some tools that can be used to carry out these activities are:

- **Apply a tailored Customer-relationship management (CRM) model**:

CRM is an approach to manage a company's interaction with current and potential customers. It uses data analysis about customers' history with a company to improve business relationships with customers, specifically focusing on customer retention and ultimately driving sales growth. The Partners can apply the principles of CRM assessing the history (offered services – needs etc) of the Stakeholders of Greenhouse Sector (e.g. farmers, SMEs, Greenhouse owners) in order to enhance mechanisms that promote collaboration between them, contributing to Eco-Innovation Investments and Green Growth in MED area.

- **Assessing Open databases**:

The available open databases at EU, National and Regional level can be valorised by the Partners and can provide essential information regarding innovative greenhouses technologies, financial channels, and policies that promote eco-innovative investments at the greenhouse sector.

- **Valorise Project's foreseen events**,

The partners can valorise project events in order to establish a network of stakeholders and beneficiaries which can valorise for follow up activities after project end. Furthermore, the cooperation with other networks, for knowledge transfer purposes, the development of Synergies and collaborations with the Partners of other project sharing similar topics and objectives (such as other MED projects, Enterprise Europe Network, Universities) can maximise project's results and will enhance the level of capacity building in the greenhouse community of stakeholders.

- **Development of Agricultural Transnational Innovation (ATI) – Cluster**

The development of the ATI Cluster in the context of the Activity 3.3 "Synergies and Establishment of Transnational Cluster" and the commitment of policy makers and actors as members of the Cluster (through the Memorandum of Agreement), will be the main tool for transferring knowledge and the promotion of sustainable agriculture and eco-innovation. A series of actions/services will be developed and offered to the members through the Cluster securing Green Growth and eco-innovation. The Cluster will be project's legacy as it will continue to exist after project's end promoting sustainable agriculture.

In general, the Action Plan will focus on the actors of 4-helix (government, industry, academia, and civil participants) involved with greenhouse sector and can include activities related with topics such as:

- Introduce and Promote existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc)

- Enhance the environmental protection and sustainable agricultural management, favouring eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments).
- Identify technological partners at regional/national level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners.
- Identify and suggest financial partners / investors that could facilitate Farmers and Greenhouse Owners implement their investments.
- Suggest Policy Makers (at regional/national level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

2.5 Italy

The partner has identified the following 3 key activities:

- Key activity 1: Organise Seminars inform stakeholders about new technologies for innovative greenhouses.
- Key activity 2: Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects
- Key activity 3: Participation in Conferences, workshops, agriculture exhibitions/fairs and other dissemination events.

Indicative Tools:
The tools that could be used to carry out these activities are for example: CRM, Database, Partnering events, use of other networks for knowledge transfer, etc.

Synergies and complementarities with other networks and initiatives (such as other MED projects, Enterprise Europe Network, Universities) will enhance the level of capacity building in the greenhouse community of stakeholders.Actions should focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc)

- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.
- Suggestion of Policy Makers (at local/regional level) that that could facilitate Farmers and Greenhouse Owners to implement their investments.

2.6 Spain

CEBAS is a research centre focussed on creating new knowledge, as well as transferring it through its several networks. Therefore, in the aim of this main interest, it has identified 3 main activities and tasks focussed on actors of 4-helix and addressed to the following topics:

Key transfer activity 1: Organisation/participation in Conferences, workshops and seminars

CEBAS CSIC is a research center leading the production of science and new knowledge in the agricultural and water management fields. In order to contribute to the transfer of that research results to the market and wider society, this center counts with many professionals participating in more than 30 projects annually providing the organisation of conferences and seminars to the industry and farmers.

Through the organisation of conferences, workshops and seminars, CEBAS CSIC supports the development of the necessary technical competences, human capital and skills needed to successfully commercialise research and early-stage technologies. This entails the provision of knowledge, methods and tools for the identification, evaluation and protection of technologies, management of intellectual property rights.

Key transfer activity 2: Fostering meetings between Universities/Research Centres and Companies

Another key activity for knowledge transfer is the active search of interaction between the research center and private companies. In fact, the center is an open facility ready to cooperate with companies, upskilling practitioners in the project's results. This is considered a key issue as it will allow them to be better prepared to

actively engage with different players of the innovation ecosystem and with other companies and eventually, the cooperation with other research centers and Universities.

Key transfer activity 3: Giving advice in IPR and contractual issues

The generation of IPR inside a research project, has provided CEBAS CSIC with plenty of expertise in the development, sharing and implementation of IPR. This new knowledge is most of the times developed by private companies participating together with the research center in cooperative projects. Some other times there is the possibility to create a new spin-off company , with the participation of CEBAS CSIC that with exploit results and commercialise them. Therefore, this key activity is not implemented by simply advising companies , but with the effective hands on implementation of the results in partnering activities of research.

The tools that are used to carry out these activities are mainly Partnering events, use of other networks for knowledge transfer, etc.

Synergies and complementarities with other networks and initiatives (such as other MED projects, Enterprise Europe Network, Universities, the Water Platform, H2020 projects and other European cooperation projects) will enhance the level of capacity building in the greenhouse community of stakeholders.

3. Key Activities carried out by the partner for the transfer of knowledge

According to the listing of activities provided in the previous chapter, you should describe (analyse) ***at least 3 planning activities*** *including type of transfer knowledge activity, resources involved etc as these are required in the following table.*

3.1 Albania

Description of activities:

Table 2-Proposed key activities to be carried out by the Regional Council of Berat for transferring project's knowledge

Type of activity 1: Webinars for innovative greenhouse technologies		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity/ Tasks						
1	*Modify / develop training material*	Academic & research institutes, including partners of the project	SMEs, farmers, producers, greenhouse owners, business support organisations etc.	1-2	0-2.000€	del. 3.2.1
2	*Create agenda & presentations*			1	0€	n/a
3	*Send invitations to key stakeholders / actors of the sector*	in-house				del. 3.1.2
4	*Test the e-learning platform*	in-house				del. 3.2.2
5	*Conduct the webinar*	technical experts		2	0€	

Table 3-Proposed key activities to be carried out by the Regional Council of Berat for transferring project's knowledge

Type of activity 2: Operation of ATI-Cluster and registration of new members		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity/ Tasks						
1	*Finalise the offered services*	Partners of MED-Greenhouses	SMEs, farmers, producers, greenhouse owners, business support organisations etc.	2-3	0€	del. 3.2.6
2	*Signed the Memorandum of Agreement*			1	0€	del. 3.3.1
3	*Register members*			1-2	0€	del. 2.2.1
4	*Provide Services to members*	Technical experts		2-3	€ 10-20 K	del. 3.2.6
5	*Develop synergies/collaborations between members at regional national & transnational level*	Technical experts		2-3	€ 10-20 k	del. 3.2.6 del. 3.3.1

Table 4-Proposed key activities to be carried out by the Regional Council of Berat for transferring project's knowledge

Type of activity 3: Campaign for eco-innovation in agriculture sector		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity/ Tasks						
1	*Feeding the online-Forum of Innovative Agriculture with attractive news, involving more actors/stakeholders of the sector*	in-house	Farmers, producers, SMEs of the agriculture sector, greenhouse owners, greenhouse construction companies, business support organisations, Ministries, NGOs etc.	1	0€	del. 3.3.3
2	*Feeding the social media pages of the project will posts/ news with initiatives activities and events dedicated to eco-innovation.*			1	0€	del. 2.2.2
3	*Feed the project's website with follow up events and activities.*			1	0€	del 2.4.1
4	*Organise info-days promoting the multiple benefits (economic, social, environmental) of the eco-innovative investments in agriculture through e-learning platform.*			2	€2-3K	del. 2.2.2
5	*Link partner's website with all the above tasks and inform stakeholders/visitors of the website for up-coming events – activities.*			1	0€	Regional Council of Berat webpage

3.2 Cyprus

Table 5- Proposed key activities to carried out by Agricultural Research Centre for transferring project's knowledge

Type of activity 1: Provision e-courses (webinars) through the e-learning platform.		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Development of training materials*	Academic & research institutes, including partners of the project	SMEs, farmers, producers, greenhouse owners, business support organisations etc.	1-2	0-2.000€	del. 3.2.1
2	*Create presentation on relevant topics related to webinars*			1	0€	del. 3.1.2, 3.2.2 & 3.3.3
3	*Post relevant articles in Forums*	in-house				
4	*Provide updated information on the new technologies available*	in-house experts		2	0€	del. 3.1.1. 3.1.2 & 3.2.2
5	*Provide updated information on new opportunities of investments and new available financial channels*	in-house experts		2	0€	del. 3.1.3 & 3.2.2
6	*Conduct the webinar*	technical experts	SMEs, farmers, producers, greenhouse owners, business support organisations etc.	2	0€	del. 3.1.2, 3.2.1 & 3.2.2

Table 2- Proposed key activities to carried out by Agricultural Research Centre for transferring project's knowledge

Type of activity 2: Organization of conferences and meetings that can foster the collaboration among stakeholders and spread information about the eco-investments.		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Provide useful information about the upcoming events, meetings and conferences that can foster the collaboration among stakeholders through the official social media pages of the project.*	in-house	Farmers, producers and SMEs of the agriculture sector, greenhouse owners, greenhouse construction companies, business support organisations, Ministries, NGOs etc.	1	0€	del. 2.2.2 & 2.4.1
2	*Provide updated information on the eco-innovative technologies available in agriculture and on the benefits for stakeholders through the official project website.*			1	0€	del. 2.4.1
3	*Organize meetings and conferences on relevant topics related to eco-innovative opportunities of investments and promote them in the*			2	0€	del. 2.2.2 del. 3.1.2

	e-learning platform.					
4	*Strengthen the relationships among actors involved in order to increase the supply-demand match among them.*			2	0€	del. 3.1.2
5	*Using the stakeholders' database to send invitations to actors involved in the project to the upcoming events through the official social media pages of the project.*			2	0€	del. 3.1.2

Table 3- Proposed key activities to carried out by Agricultural Research Centre for transferring project's knowledge

Type of activity 3: Using the Customer Relationship Management principles to increase customers' satisfaction and retention rate.		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Strengthen the loyalty between producers and consumers through the promotion of MED greenhouse products in national and international fairs and official and non official meetings*	Partners of the project that have a strong knowledge in marketing strategies	Farmers, producers and SMEs of the agriculture sector, greenhouse owners, greenhouse construction companies, business support organisations, Ministries, NGOs etc.	1-2	0-2.000€	del. 3.3.3
2	*Identify the market segments to address with customized products according to the customer's needs*			1	0€	del. 3.1.2 & 3.1.5 del. 3.3.3
3	*Increase the trust among cluster's members through the provision of match making services that*	in-house		1	0€	del 2.4.1, 3.2.2 & 3.3.1

	enhance the cooperation among actors					
4	*Build a correct marketing strategy through the information provided by specifically tailored webinars on the on-line platform to sell products in national and international market.*	in-house experts		2	0€	del 2.4.1 del. 3.3.3
5	*Collect and share customers' purchase information among the cluster members and build a customers' database*	in-house experts		2	0€	del. 3.1.2

3.3 France

Description of activities:

Table 1 key activity 1 "Developing a reference framework for innovation in greenhouses" suggested by SEMIDE for transferring project's knowledge

Type of activity 1: Developing a reference framework for innovation in greenhouses **Sub-Activity / Tasks**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer €***	***Available Tools (CRM, Database, partnering events, etc.)***
1	State of play of European national and regional projects/ case studies in Greenhouses sector (that include innovative approaches)	Ministry in charge of agriculture/ Pole Terralia / Regional chambers of agriculture	Researchers Framers SME's	100	10 000	Databases of European or national/regional programmes (Interreg, H2020, Life)
2	Production of synthesis documents	Ministry in charge of agriculture/ Pole Terralia / Regional chambers of agriculture	Researchers Framers SME's	1000	10 000	Projects public deliverables/ public reports and studies on greenhouses sector

3	Creation of an online public national catalogue of case studies organised by innovation categories: Platform for engaging stakeholders to deliver project results that will be available for public use	Ministry in charge of agriculture/ Pole Terralia / Regional chambers of agriculture	Researchers Framers SME's	30 000/ year	20 000	Med greenhouses cluster Med greenhouses stakeholder's database
4	Provide market data in order to help linking research and innovation activities to the market needs (first component for an Economic "Decision support system" for farmers to be included in the catalogue in order to produce according to the needs of the market)	Ministry in charge of agriculture/ Regional chambers of agriculture	Researchers Farmers Distributors Stores	30 000/ year	10 000	Reports and statistics on market analysis
5	Inform Cluster members for relevant news in continuous way and on annual basis during a Med workshop	Med greenhouses partners	Cluster members	150	8 000	Med greenhouses cluster

Table 2 key activity 2 "Strengthening links between researchers and Framers to better control climate and energy" suggested by SEMIDE for transferring project's knowledge

Type of activity 2: Strengthening links between researchers and Farmers to better control climate and energy **Sub-Activity / Tasks**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer €***	***Available Tools (CRM, Database, partnering events, etc.)***
1	Organizing 2 trainings on Cropping techniques under photovoltaic greenhouses in France	SME's specialized in photovoltaic energy Terralia Regional chambers of agriculture	Farmers SME's Students	100	4 000	Terralia's networks for knowledge transfer SME's case studies Med greenhouses stakeholder's database
2	Organizing 2 trainings on Geothermal energy use in Greenhouses	Farmers ADEME BRGM CTIFL	Farmers Students	100	4 000	CTIFL networks for knowledge transfer ADEME case studies ADEME/BRGM Geothermal eAtlas Med greenhouses Stakeholders database
3	Post relevant articles on energy management research in Med	ADEME BRGM	Framers Researchers	1500	3 000	ADEME publications BRGM publications

	greenhouses Forum	CTIFL	Policy makers			CTIFL publications
4	Inform Cluster members for relevant news and events	Med greenhouses project partners	Framers Researchers Policy makers SME's Students	500	1 500	Med greenhouses cluster

Table 3 key activity 3 "Programmes to help finance and promote technology and knowledge Transfer projects" suggested by SEMIDE for transferring project's knowledge

Type of activity 3: Programmes to help finance and promote technology and knowledge Transfer projects **Sub-Activity / Tasks**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer €***	***Available Tools (CRM, Database, partnering events, etc.)***
1	Organise regional Events/infodays on funding programmes: Identification and presentation of Regional, National, calls of projects and funds	Ministry in charge of agriculture France Agrimer Terralia BPI France ADEME Regional Chamber of agriculture	Farmers Policy makers Financers	300 (by year)	8 000	Partnering events with Terralia and the regional Chamber of agriculture
2	Provide information on European info	EU programs national	Researchers	5 000	4 000	Info days: H2020

	days on European calls for projects	contact point	End users (farmers)			Interreg , Prima , Life
3	Inform Cluster members for relevant news and opportunities	Med greenhouses project partners	Farmers Researchers Policy makers SME's	500	1 000	Med greenhouses cluster
4	Inform Cluster's members about administrate documents / eligibility criteria	Med greenhouses project partners	Farmers Researchers Policy makers SME's	5 000	1 000	Med greenhouses cluster

3.4 Greece

University of Thessaly

Description of activities:

Table 6- Proposed key activities to carried out by the University of Thessaly for transferring project's knowledge

Type of activity 1: *Inform stakeholders about financial schemes facilitating and promoting investments in innovative greenhouses.*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Organise Events*	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc.	2-3	n/a	Social Media, Local Press, Internet, Promotional Material
2	*Participate in International Conferences*	in-house / external colleagues		2	not required	CRM, lectures, updating, subscriptions
3	*Post relevant articles in Forums*				not required	Discussions, Meetings, Internet, databases, recent studies, contact with statistical authorities
4	*Inform Cluster members for relevant news*			1-2	not required	Discussions, Meetings, Internet, databases, recent studies, contact with statistical authorities, ATI – Cluster, Green Growth Community
5	*Inform Cluster's members with*	in-house / external		1-2	not required	ATI – Cluster, Green Growth Community

	administrate documents / eligibility criteria	colleagues				
6	*Design and produce tailored training & dissemination material or use existing ones (produced for project's purposes) for the needs of the events.*	External colleagues / graphic designers	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc.	2-3	€ 2-3K	n/a
7	Prepare and test the e-learning platform (developed for project's purposes) for the execution of the webinars.	Academic – research institutions, statistic authorities, business support organisations, sectoral agencies		1	not required	Project's e-learning platform
8	Farmers use video over the internet to share and communicate the reality of their daily life on the farm.				not required	Internet platforms / Social Media
9	*Identify & present market opportunities, active financial channels/schemes, innovative technologies, related policies etc.*			3-4	€ 5-10K	Internet, databases, recent studies, contact with statistic authorities, chambers etc.
10	*Organise Open-Days at innovative Greenhouses facilities*	in-house		3-4	n/a	Discussions, Meetings partnering, events, research workshops, presentations , recent studies, contact with local authorities, chambers etc.

Type of activity 2: *Organise Workshops and Consultations for stakeholders (including farmers – students – PhD candidates).*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
Sub-Activity/ Tasks						
1	Define the Topics of the Events	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks – associations, students, PhD Candidates, farmers etc.	2-3	n/a	n/a
2	Presentation of financial opportunities and funding tools, innovative cultivation techniques and technologies, analysis of the future CAP	Academic – research institutions, statistic authorities, Business support organisations, sectoral agencies	" "	3-4	€ 5-10K	Internet, databases, recent studies, contact with statistic authorities, chambers etc.
3	Design and produce tailored training & dissemination material or use existing ones (produced for project's purposes) for the needs of the events.	External colleagues / graphic designers	" "	2-3	€ 2-3K	n/a

Type of activity 2: *Organise Workshops and Consultations for stakeholders (including farmers – students – PhD candidates).*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
Sub-Activity/ Tasks						
4	Promote the events through relevant social media pages, partners and web-pages of Agricultural Associations-Networks etc.	in-house	" "	1-2	not required	Social Media
5	In case of consultations, prepare a conference hall or a venue with technical equipment etc. in order to host the participants/guests.	in-house	" "	2-3	€ 3-5K	Multimedia hall at the University's premises
6	Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.	in-house	" "	1	not required	Participation list / questionnaire
7	Create infrastructures that promote the exchange of knowledge among researchers, consultants and farmers at a practical level and provide incentives to farmers to get in touch with researchers.	in-house – external colleagues	" "	1	not required	project's e-learning platform

Type of activity 3: *Participation in conferences, agriculture exhibitions/fairs and other dissemination events.* **Sub-Activity/ Tasks**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
1	Identify agricultural/greenhouse events (fairs, scientific conferences, info-days, B2B events, trade shows etc.) at regional, National and EU level	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc	1-2	not required	internet research, existing databases
2	Prepare promotional/dissemination material, tailored presentations	external experts		1-2	€ 2-3K	n/a
3	Participate in the event (assessing the possibility of renting a kiosk) in order promote ATI's Clusters activities and maximise their impact	in-house – external colleagues		2-3	€ 4-5K	n/a
4	Networking with other participants exchanging knowledge and experiences	Relevant EU projects, Green Growth (GG) Community		2-3	€ 3-4K	EU programs, Horizontal project SYNGGI of Green Growth Community
5	Develop joint concepts/activities dedicated to eco-innovation agriculture	ATI Cluster, GG Community		2-3	€ 4-5K	ATI – Cluster, Green Growth Community

TEI of Thessaly

According to the pool of activities introduced in the previous section, the following table analyses **3 planning activities** of the TEI of Thessaly, including features such as the type of the activity, resources involved, means for its implementation etc.

Table 7-Proposed key activities to carry out by the TEI of Thessaly for transferring project's knowledge

Type of activity 1: *Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
Sub-Activity/ Tasks						
1	Define the Topics of the Events	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc	2-3	n/a	n/a
2	Identify & present market opportunities, active financial channels/schemes, innovative technologies, related policies etc.	Academic – research institutions, statistic authorities, Business support organisations, sectoral agencies		3-4	€ 5-10K	Internet, databases, recent studies, contact with statistic authorities, chambers etc.
3	Design and produce tailored training & dissemination material or use existing ones (produced for project's purposes) for the needs of the events.	External colleagues / graphic designers		2-3	€ 2-3K	n/a

Type of activity 1: *Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
Sub-Activity/ Tasks						
4	Disseminate the events in relevant social media pages, partners and web-pages Agricultural Associations-Networks, ATI Cluster news etc.	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc	1-2	not required	facebook, twitter, Linkedin
5	Prepare and test the e-learning platform (developed for project's purposes) for the execution of the webinars.	in-house		1	not required	project's e-learning platform
6	In case of seminars, prepare a conference hall or a venue with technical equipment etc. in order to host the participants/guests.	in-house		2-3	€ 3-5K	Mulitmedia hall in the University's premises
7	Organise Visits to innovative Geothermal Greenhouses and a demonstration event presenting pros and cons as well as transferability factors.	Research institutions, agricultural networks, greenhouse manufacturers etc.		2-3	€ 5-10 K	partnering events, other EU relevant projects, concept projects, research labs etc.
8	Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction	in-house		1	not required	questionnaire

Type of activity 1: *Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
Sub-Activity/ Tasks						
	survey in order to enhance future events/activities and increase the impact of the events.					

Type of activity 2: *Provide match-making (Team-up) services to 4helix-actors (e.g. Cluster's members) after assessing supply and demand services. Sub-Activity/ Tasks*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
1	Implement a market analysis of greenhouse sector at regional/national/EU level and identify business opportunities and linkages with the sector	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc	3-4	€ 5-10K	web research, databases, relevant studies, statistical analysis etc
2	Identify ideas and needs of ATI Cluster's members (SMEs, academic institutions, technology providers, researchers, farmers etc), identify	in-house		3-4	€ 5-10K	ATI - Cluster

Type of activity 2: *Provide match-making (Team-up) services to 4helix-actors (e.g. Cluster's members) after assessing supply and demand services. Sub-Activity/ Tasks*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
	possible synergies and collaborations and team-up members.		SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc			
3	Identify investors and partners for matching-up with ATI Cluster's members	ATI – Cluster, other agricultural networks		3-4	€ 10-20K	ATI-Cluster
4	Contact with members, investors and partners and inform them about business opportunities	in-house		2--3	not required	ATI-Cluster
5	Provide pitch – deck & coaching services to members	External Experts		1-2 (in-house)	€ 20-30K	ATI-Cluster
6	Organise business/collaboration missions	External Experts		2-3	€ 20-30 K	ATI-Cluster

Type of activity 3: *Participation in conferences, agriculture exhibitions/fairs and other dissemination events.* **Sub-Activity/ Tasks**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people involved with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools*** *(e.g. CRM, Database, partnering events etc.)*
1	Identify agricultural/greenhouse events (fairs, scientific conferences, info-days, B2B events, trade shows etc) at regional, National and EU level	in-house	SMEs in agriculture sector, Farmers, Greenhouse owners and manufacturers, regional-local authorities, agricultural networks - associations etc	1-2	not required	internet research, existing databases
2	Prepare promotional/dissemination material, tailored presentations	external experts		1-2	€ 2-3K	n/a
3	Participate in the event (assessing the possibility of renting a kiosk) in order promote ATI's Clusters activities and maximise their impact	in-house – external colleagues		2-3	€ 4-5K	n/a
4	Networking with other participants exchanging knowledge and experiences	Relevant EU projects, Green Growth (GG) Community		2-3	€ 3-4K	EU programs, Horizontal project SYNGGI of Green Growth Community
5	Develop joint concepts/activities dedicated to eco-innovation agriculture	ATI Cluster, GG Community		2-3	€ 4-5K	ATI – Cluster, Green Growth Community

Region of Thessaly (pending)

3.5 Italy

Description of activities:

Table 8- Proposed key activities to carried out by GAL Molise verso il 2000 for transferring project's knowledge

Type of activity 1: *Organise Seminars inform stakeholders about new technologies for innovative greenhouses.*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Identify the Topics of the Events*	ERANET	General public, Sectoral agency, Interest groups including, SME, Higher education & Research, Regional public authority	3	500 euro per events	partnering events, database
2	*produce tailored training & dissemination material or use existing for identified Events*	Local action groups (in charge of the dissemination of the RDF)		2	No budget available	partnering events, database
3	*Disseminate the events GAL web page, in relevant social media pages and to Agricultural Associations-Networks, ATI Cluster news etc.*			1	No budget avalable	partnering events, database

4	*Prepare the conference hall in order to host the participants/guests (technical equipment, etc).*	Consortium of Municipalities		1	No budget available	partnering events, database
5	*Workshops*	Chambers of Agricultures		3	500 euro per year	partnering events, database
6	*Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.*			1	No budget available	partnering events, database

Type of activity 2: *Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Organise Events*	Territorial Cooperation Agencies	General public, Sectoral agency, Interest groups including, SME, , Regional public	2	5000 euro	Database, partnering events, updating website
2	*Participate in International Conferences*	Organizations involved in		2	1500 euro	Database, partnering events

		EU projects	authority			
3	*Post relevant articles in Forums*	Universities		1	500euro	Database, partnering events
4	*Inform Cluster members for relevant news*	Universities		1	500euro	Database, partnering events
5	*Inform Cluster's members with administrate documents / eligibility criteria*	Universities		1	500euro	Database, partnering events

Type of activity 3: *Participation in Conferences, workshops, agriculture exhibitions/fairs and other dissemination events.*		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Identify agricultural/greenhouse events at regional, National and EU level*	Regional Agencies in charge of SMEs internationalization	General public, Sectoral agency, Interest groups including, SME, Regional public authority, Higher education & Research	1	5000 euro	partnering events
2	*Prepare promotional/dissemination material, tailored presentations*	Regional Agencies in charge of SMEs internationalization		1	5000 euro	partnering events
3	*Participate in the event in order to promote ATI's Clusters activities and*	Regional Agencies in charge of SMEs		2	5000 euro	partnering events

	maximise their impact	internationalization				
4	*Exchanging knowledge and experiences*	Organizations involved in best practices exchange in EU projects		2	Depends on projects budget in relation to the participation of EU transnational meetings	partnering events
5	*Networking activities to promote MED Greenhouses with other participants*	GAL Molise verso il 2000		2	Depends on projects budget in relation to the participation of EU transnational meetings	partnering events
6	*Develop joint concepts/activities dedicated to greenhouses and eco-innovation in the agricultural sector*	GAL Molise verso il 2000		2	No budget available	partnering events

3.6 Spain

Description of activities:

Table 9- Proposed key activities to be carried out by *CEBAS CSIC* for transferring project's knowledge

Type of activity 1: **Organisation/participation in Conferences, workshops and seminars**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Organise Events*	Agritech Murcia, Regional Technology Centers, Region of Murcia, Ministry of Innovation (Spain)	Private Companies, Foundations, Technology Centers, Universities	2	3.000 €	Partnering events, Technology networks, Universities
2	*Participate in International Conferences*	IWA, Technological Water Platform (Spain), Water JPI, International Congresses and	Research centers, Universities, Large companies	5	5.000 €	Partnering events, Technology networks, Universities, own database

		Fairs				
3	*Post relevant articles in Forums*	CSIC Brussels office	Private Companies, Foundations, Technology Centers, Universities	2	5.000 €	Partnering events, Technology networks, Universities, own database
4	*Inform Cluster members for relevant news*	CEBAS Department of Irrigation	Private Companies, Foundations, Technology Centers, Universities	6	5.000 €	Partnering events, Technology networks, Universities, own database

Type of activity 2: **Fostering meetings between Universities/Research Centres and Companies**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Organise Events*	Agritech Murcia, Regional Technology Centers, Region	Private Companies, Foundations, Technology	2	2.000 €	Partnering events, Technology networks, Universities

		of Murcia, Ministry of Innovation (Spain)	Centers, Universities			
2	*Post relevant articles in Forums*	CEBAS Irrigation department	Private Companies, Foundations, Technology Centers, Universities	2	5.000 €	Partnering events, Technology networks, Universities, own database
3	*To promote the creation of new project consortia for technological cooperation, with the participation of public and private entities*	In-house networks, Regional and National technology platforms	Agriculture private companies, Foundations, Technology Centers, Universities	3	5.000 €	Partnering events, CRM
Type of activity 3: **Giving advice in IPR and contractual issues**		***Networks involved to help with this task***	***Main target groups addressed***	***Number of people with tasks related to knowledge transfer***	***Indicative annual budget devoted to knowledge transfer***	***Available Tools (CRM, Database, partnering events, etc.)***
Sub-Activity / Tasks						
1	*Inform Cluster members for relevant news*	Agritech Murcia, Regional	Private Companies,	1	1.000 €	https://digital.csic.es/

		Technology Centers, Region of Murcia, Ministry of Innovation (Spain)	Foundations, Technology Centers, Universities			
2	*Inform Cluster's members with administrate documents / eligibility criteria*	EU project consortia, Regional Technology Centers, Region of Murcia, Ministry of Innovation (Spain)	Private Companies, Foundations, Technology Centers, Universities	1	1.000 €	Partnering events
3	*To promote the creation of new start-ups with the participation of CEBAS and the creation of new patents*	In-house networks, Regional and National technology platforms	Agriculture private companies, Foundations, Technology Centers, Universities	3	5.000 €	Partnering events, CRM European and National project networks

4. Key Activities and time schedule

This chapter presents the timeplan for each proposed activity (presented in section 3), including the sub-activities/tasks that need to be undertaken for its successful implementation. The timeplan will start from the 3rd semester (01-03-2019) up to 3 years after project end.

4.1 Albania

Table 10 - Timeplan for Activity 1 to be carried out by the Regional Council of Berat for transferring project's knowledge

Timeplan **Act.1:** Webinars for innovative greenhouse technologies		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Modify / develop training material*																																		
2	*Create agenda & presentations*																																		
3	*Send invitations to key stakeholders / actors of the sector*																																		
4	*Test the e-learning platform*																																		
5	*Conduct the webinar*																																		

The organisation of webinars, at least one every year, can contribute to transferring knowledge of eco-innovative greenhouse technologies, informing stakeholders / key actors of the sector the state of the art in the sector. This activity can be sustainable after project's end as a very limited number of human resources is required. Lastly, the activity valorises the main outputs of the project and for this reason few additional expenses will be needed.

Table 11 - Timeplan for Activity 2 to be carried out by the Regional Council of Berat for transferring project's knowledge

Timeplan **Act.2:** Operation of ATI-Cluster and registration of new members		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Finalise the offered services*																																		
2	*Signed the Memorandum of Agreement*																																		
3	*Register members*																																		
4	*Provide Services to members*																																		
5	*Develop synergies/collaborations between members at regional national & transnational level*																																		

This activity will be based on the designed services offered to the members of the ATI-Cluster. The main tools/means of this activity will be developed during project and only human/resources and few experts will be required for the provision of the foreseen services to the

members. The financial sustainability of this activity can be based for the first years of its operation Regional funds. Once the Cluster reaches the critical mass of members, then a short fee can be requested from the members.

Table 12-Timeplan for Activity 3 to be carried out by the Regional Council of Berat for transferring project's knowledge

Timeplan Act.3: Campaign for eco-innovation in agriculture sector		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Feeding the online-Forum of Innovative Agriculture with attractive news, involving more actors/stakeholders of the sector*																																		
2	*Feeding the social media pages of the project will posts/ news with initiatives activities and events dedicated to eco-innovation.*																																		
3	*Feed the project's website with follow up events and activities.*																																		
4	*Organise info-days promoting the multiple benefits (economic, social, environmental) of the eco-innovative investments in agriculture through e-learning*																																		

	platform.																																			
5	*Link partner's website with all the above tasks and inform stakeholders/visitors of the website for up-coming events – activities.*																																			

The organisation of a campaign raising the awareness of the stakeholders regarding the benefits that arise (social, financial, environmental) through the application of eco-innovative technologies in agricultural sector, can contribute to transferring knowledge contributing also to Green Growth and Circular Economy. This activity can be sustainable after project's end as a very limited number of human resources is required. The activity will valorise the main outputs of the project and for this reason few additional expenses will be needed.

4.2 Cyprus

This chapter presents the time plan for each proposed activity (presented in section 3), including the sub-activities/tasks that need to be undertaken for its successful implementation. The time plan will start from the 3rd semester (01-03-2019) up to 3 years after project end.

Table 4- Time plan for Activity 1 to carried out by Agricultural Research Centre for transferring project's knowledge

Timeplan **Act.1** Provision e-courses (webinars) through the e-learning platform.	**2019**	**2020**	**2021**

No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Development of training materials*			■	■											■	■											■	■						
2	*Create presentation on relevant topics related to webinars*								■												■												■		
3	*Post relevant articles in Forums*	■			■			■			■			■			■			■			■			■			■			■			■
4	*Provide updated information on the new technologies available*				■						■						■						■						■						■
5	*Provide updated information on new opportunities of investments and new available financial channels*			■	■											■	■											■	■						
6	*Conduct the webinar*	■												■												■									

The provision of training activities and webinars is crucial in order to allow the stakeholders involved in the project to increase their knowledge about the eco-innovative solutions in agriculture. This knowledge transfer activity can be carried out with few additional expenses and resources however it will have a positive impact on the general level of knowledge that can be acquired by the stakeholders involved in the

project. It will give the chance to obtain new competences and evaluate the impact of eco-innovative investments and the benefits that can result from the adoption of state of the art technologies in agriculture. In fact, normally farmers rely on traditional knowledge and practices, for this reason it is determinant for the success of the project to train farmers on new opportunities and good practices in agriculture that can positively affect the economic performances of the entire sector.

Table 5- Time plan for Activity 2 to carried out by Agricultural Research Centre for transferring project's knowledge

Timeplan **Act.2** Organization of conferences and meetings that can foster the collaboration among stakeholders and spread information about the eco-investments.		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Provide useful information about the upcoming events, meetings and conferences that can foster the collaboration among stakeholders through the official social media pages of the project.*																																		
2	*Provide updated information on the*																																		

	eco-innovative technologies available in agriculture and on the benefits for stakeholders through the official project website.																															
3	*Organize meetings and conferences on relevant topics related to eco-innovative opportunities of investments and promote them in the e-learning platform.*																															
4	*Provide updated information on the opportunities of collaboration and investments in eco-innovations among the ATI cluster members and the stakeholders involved in the project through*																															

	the e-learning platform, the official social media pages of the project and the official project website.																																
5	*Using the stakeholders' database to send invitations to actors involved in the project to the upcoming events through the official social media pages of the project.*																																

The knowledge transfer sub activities that seek to provide updated information on the upcoming events, meetings and conferences that can foster the collaboration of the quadruple helix actors and members of the ATI cluster, as well as the sub activity that seek to provide information on the most recent eco innovative technologies adopted in agriculture and the related opportunity of investments, have to be carried out continuously during the year through the social media pages and the project website specifically created. This knowledge transfer activity is aimed at strengthening the collaboration of ATI cluster members and all actors involved in the project. The continuous provision of information has to be accompanied by the organization of meetings where stakeholders can interact and expand their network.

Table 6- Time plan for Activity 3 to carried out by Agricultural Research Centre for transferring project's knowledge

Timeplan **Act.3** Using the Customer Relationship Management principles to increase customers' satisfaction and retention rate.		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Strengthen the loyalty between producers and consumers through the promotion of MED greenhouse products in national and international fairs and official and non official meetings*			■			■				■					■			■				■					■			■				■
2	*Identify the market segments to address with customized products according to the customer's needs*	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
3	*Increase the trust among cluster's members through the provision of match making services that enhance the cooperation among actors*		■					■							■					■								■					■			
4	*Build a correct marketing strategy through the information*			■					■							■					■							■					■			

	provided by specifically tailored webinars on the on-line platform to sell products in national and international market.																																		
5	*Collect and share customers' purchase information among the cluster members and build a customers' database*																																		

In order to increase the customer retention rate and to build a correct marketing strategy it is important to undertake specific activities to increase the collaboration among actors and share a large quantity of information on customers' preferences and needs with the aim to identify the segments that need to be targeted with specific products. The collection of customer's information needs to be developed during the year with the support of a customers' database that has to be updated with the largest quantity of information. The best marketing strategies to implement have to be developed in compliance with the customers' preferences and their purchase habits in order to deliver specific products that will fulfil the customers' needs and as a consequence increase the sales volume.

4.3 France

Table 4 - Timeplan for Activity 1 to carried out by [SEMIDE] for transferring project's knowledge

Timeplan for developing a reference framework for innovation in greenhouses		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12

1	State of play of European national and regional projects/ case studies in Greenhouses sector (that include innovative approaches)																																		
2	Production of synthesis documents																																		
3	Creation of an online public national catalogue of projects																																		
4	Provide market Data																																		
5	Inform Cluster members for relevant news																																		

Why this time-plan of this activity?

The aim of the first activity is to provide a reference framework for innovation in greenhouses sector and to develop a participatory process to facilitate the exchange, co-creation, uptake and scaling-up of validated innovations and promising solutions on the sector.

The first step consists of making a state of play of existing innovations and it will run from march 2019 to January 2020.

From January 2020 to December 2020 synthesis documents will be prepared based on the state of play made at the national, European and international level. Documents will be classified according to the type of innovation.

An online public catalogue will be implemented and a tool will be integrated to give continuous information on the market need the implementation of the platform will run from April 2020 to June 2021.
Once the platform is functional clusters member will be informed continuously about relevant news.

Table 5 - Timeplan for Activity 2 to carried out by [SEMIDE] for transferring project's knowledge

Timeplan for *Strengthening links between researchers and Framers to better control climate and energy*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Organizing 2 trainings on Cropping techniques under photovoltaic greenhouses in France																																		
2	Organizing 2 trainings on Geothermal energy use in Greenhouses																																		
3	Post relevant articles on energy management in Med greenhouses Forum																																		
4	Inform Cluster members for relevant news and events																																		

Why this time-plan of this activity?

The second activity aims at transferring knowledge through trainings with farmers and users.

- 2 trainings will be organised on "Cropping techniques under photovoltaic greenhouses "one per year.
- 2 trainings on "Geothermal energy use in Greenhouses "one per year

Also, relevant articles on energy management from research activities will be published continuously in Med greenhouses Forum (as soon as it becomes functional), and the cluster members will be informed about the news and events of this activity.

Table 6 Timeplan for Activity 3 to carried out by [SEMIDE] for transferring project's knowledge

Timeplan to identify programmes to help finance and promote technology and knowledge Transfer projects		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Organise Events: Identification of Regional, National, calls of projects and funds																																		
2	Participate at European info days on European calls for projects																																		
3	Inform Cluster members for relevant news and opportunities																																		
4	Inform Cluster's members about administrate documents / eligibility criteria																																		

Why this time-plan of this activity?

The aim of this activity is to identify and promote programmes to help finance technology and knowledge Transfer projects.
The first subtask concerns organization of national events to present national and regional programmes available for funding innovation in sectors related to greenhouses production.
This sub activity will run from November 2019 to November 2021 2 events per year will be organized.
Also, participation at info days on European calls are be planned from January 2020 to December 2021.
Med greenhouses Clusters members will be informed about opportunities and news and also administrate documents / eligibility criteria needed for calls submission (subtasks 3 and 4) and this will be running from February 2020 to December 2021.

4.4 Greece

University of Thessaly

Table 13- Time plan for Activity 1 to carried out by [*Name of the partner*] for transferring project's knowledge

Time plan 1: Inform stakeholders about financial schemes facilitating and promoting investments in innovative greenhouses.		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Organise Events*																																		
2	*Participate in International Conferences*																																		
3	*Post relevant articles in Forums*																																		
4	*Inform Cluster members for relevant news*																																		
5	*Inform Cluster's members with administrate documents / eligibility criteria*																																		
6	*Design and produce tailored training & dissemination material or use existing ones*																																		

	(produced for project's purposes) for the needs of the events.																																			
7	Prepare and test the e-learning platform (developed for project's purposes) for the execution of the webinars.																																			
8	Farmers use video over the internet to share and communicate the reality of their daily life on the farm.																																			
9	*Identify & present market opportunities, active financial channels/schemes, innovative technologies, related policies etc.*																																			
10	*Organise Open-Days at innovative Greenhouses facilities*																																			

Table 14- Time plan for Activity 2 to carried out by the University of Thessaly for transferring project's knowledge

Time plan 2: Organise Workshops and Consultations for stakeholders (including farmers – students – PhD candidates).		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Define the Topics of the Events																																		
2	Presentation of financial opportunities and funding tools, innovative cultivation techniques and technologies, analysis of the future CAP																																		
3	Design and produce tailored training & dissemination material or use existing ones (produced for project's purposes) for the needs of the events.																																		
4	Promote the events through relevant social media pages, partners and web-pages of Agricultural Associations-Networks etc.																																		
5	In case of consultations, prepare a conference hall or a venue with technical equipment etc. in order to host the participants/guests.																																		
6	Create infrastructures that promote the exchange of knowledge among researchers, consultants and farmers at																																		

	a practical level and provide incentives to farmers to get in touch with researchers.																																
7	Create infrastructures that promote the exchange of knowledge among researchers, consultants and farmers at a practical level and provide incentives to farmers to get in touch with researchers.																																

Table 15- Time plan for Activity 3 to carried out by the University of Thessaly for transferring project's knowledge

Time plan 3: Participation in conferences, agriculture exhibitions/fairs and other dissemination events.		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Identify agricultural/greenhouse events (fairs, scientific conferences, info-days, B2B events, trade shows etc.) at regional, National and EU level																																		
2	Participate in the event (assessing the possibility of renting a kiosk) in order promote ATI's Clusters activities and maximise their impact																																		
4	Networking with other participants exchanging knowledge and experiences																																		
5	Develop joint concepts/activities dedicated to eco-innovation agriculture																																		

The presented time plans for the three (3) selected activities are indicative ones and can be adapted accordingly. Due to the fact that the three (3) selected activities have a dynamic character, the University of Thessaly might need to modify the proposed time plans according to its needs and objectives. Furthermore, to be noticed that some sub-activities are horizontal and are implemented on a daily basis, while some others are strongly recommended to be repeated annually.

TEI of Thessaly

This section presents the timeplan for each proposed activity (presented in section 3), including the sub-activities/tasks that need to be undertaken for its successful implementation. The timeplan will start from the 3rd semester (01-03-2019) up to 3 years after project end.

Table 16-Proposed Timeplan for Activity 1 to carried out by the TEI of Thessaly for transferring project's knowledge

Timeplan for Activity 1: *Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Define the Topics of the Events	■											■												■										
2	Identify & present market opportunities, active financial channels/schemes, innovative technologies, related policies etc.	■	■											■	■											■	■								
3	Design and produce tailored training & dissemination material or use existing ones (produced for project's purposes) for the needs of the events.		■	■											■	■											■	■							
4	Disseminate the events in relevant social media pages, partners and web-pages Agricultural Associations-Networks, ATI Cluster news etc.	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■	■
5	Prepare and test the e-learning platform (developed for project's	■												■												■									

Timeplan for Activity 1: *Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Define the Topics of the Events																																		
	purposes) for the execution of the webinars.																																		
6	In case of seminars, prepare a conference hall or a venue with technical equipment etc. in order to host the participants/guests. [1]																																		
7	Organise Visits to innovative Geothermal Greenhouses and a demonstration event presenting pros and cons as well as transferability factors.																																		
	Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.																																		

[1] The organization of a conference every year would be the ideal scenario.

Table 17-Proposed Timeplan for Activity 2 to carried out by the TEI of Thessaly for transferring project's knowledge

Timeplan for *Activity 2*: *Provide match-making (Team-up) services to 4helix-actors (e.g. Cluster's members) after assessing supply and demand services. Sub-Activity/ Tasks*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Implement a market analysis of greenhouse sector at regional/national/EU level and identify business opportunities and linkages with the sector																																		
2	Identify ideas and needs of ATI Cluster's members (SMEs, academic institutions, technology providers, researchers, farmers etc), identify possible synergies and collaborations and team-up members.																																		
3	Identify investors and partners for matching-up with ATI Cluster's members																																		
4	Contact with members, investors and partners and inform them about business opportunities																																		
5	Provide pitch – deck & coaching services to members																																		
6	Organise business/collaboration missions																																		

Table 18-Proposed Timeplan for Activity 2 to carried out by the TEI of Thessaly for transferring project's knowledge

Timeplan *Activity 3*: *Participation in conferences, agriculture exhibitions/fairs and other dissemination events.*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Identify agricultural/greenhouse events (fairs, scientific conferences, info-days, B2B events, trade shows etc) at regional, National and EU level																																		
2	Prepare promotional/dissemination material, tailored presentations																																		
3	Participate in the event (assessing the possibility of renting a kiosk) in order promote ATI's Clusters activities and maximise their impact																																		
4	Networking with other participants exchanging knowledge and experiences																																		
5	Develop joint concepts/activities dedicated to eco-innovation agriculture																																		

The presented timeplans for the three (3) selected activities are indicative ones and can be adapted accordingly. Due to the fact that the three (3) selected activities have a dynamic character, the University of Thessaly might need to modify the proposed timeplans according to its needs and objectives. Furthermore, to be noticed that some sub-activities are horizontal and are implemented on a daily basis, while some others are strongly recommended to be repeated annually.

Region of Thessaly (pending)

4.5 Italy

Table 19- Timeplan for Activity 1 to carried out by [*GAL Molise verso il 2000*] for transferring project's knowledge

Timeplan *Organise Seminars inform stakeholders about new technologies for innovative greenhouses.*		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Identify the Topics of the Events																																		
2	produce tailored training & dissemination material or use existing for identified Events																																		
3	Disseminate the events GAL web page, in relevant social																																		

	media pages and to Agricultural Associations-Networks, ATI Cluster news etc.																																			
4	Prepare the conference hall in order to host the participants/guests (technical equipment, etc).																																			
5	Workshops																																			
6	Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.																																			

The timeplan of the activity 1 "Organise Seminars inform stakeholders about new technologies for innovative greenhouses." Is organized in six sub activities. The first activity is the Identification of the topics of each event, the second activity is to produce tailored training & dissemination material or use existing for the identified event. The dissemination of the event is the third activity,

the dissemination activity will be carried out on GAL web page, social media and e-mail will be send to stakeholders (Agricultural Associations-Networks, ATI Cluster news etc). The next step will be the preparation of the conference hall in order to host the participants/guests and the workshops. The last activity is fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.

Table 20- Timeplan for Activity 2 to carried out by [*Name of the partner*] for transferring project's knowledge

Timeplan (*Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects*)		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Identify the ***EU programs*** Topics of the Events																																		
2	Produce (or use existing) dissemination material for identified topics																																		
3	Disseminate the events on the social media and web site of the GAL Molise verso																																		

	il 2000 and to Agricultural Associations-Networks, ATI Cluster news etc.																																					
4	Workshops (prepare the conference hall in order to host the participants/guests)																																					
6	Fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.																																					

The timeplan of the activity 2 "Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects" Is organized in five sub activities. The first activity is the Identification of the EU programs Topics of each event, the second activity is to produce dissemination material or use existing for the identified event. The dissemination of the event is the third activity, the dissemination activity will be carried out on GAL web page, social media and e-mail will be send to stakeholders (Agricultural Associations-Networks, ATI Cluster news etc). The next step will be the preparation of the conference hall in order to host the participants/guests and the

workshops. The last activity is fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events.

Table 21- Timeplan for Activity 3 to carried out by [*Name of the partner*] for transferring project's knowledge

Timeplan (*participation in Conferences, workshops, agriculture exhibitions/fairs and other dissemination events.*)		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	Identify agricultural/greenhouse events at regional, National and EU level																																		
2	Prepare promotional/dissemination material, tailored presentations																																		
3	Participate in the event in order to promote ATI's Clusters activities and maximise their impact																																		

4	Exchanging knowledge and experiences																																	
5	Networking activities to promote MED Greenhouses with other participants																																	
6	Develop joint concepts/activities dedicated to greenhouses and eco-innovation in the agricultural sector																																	

The timeplan of the activity 3 “participation in Conferences, workshops, agriculture exhibitions/fairs and other dissemination events.” Is organized in six sub activities. The first activity is the Identification of the agricultural/greenhouse events at regional, National and EU level, the second activity is to produce prepare promotional/dissemination material, tailored presentations. The Exchanging knowledge and experiences is the third activity, The next step will be the organization of networking activities to promote MED Greenhouses with other participants
The last activity is to develop joint concepts/activities dedicated to greenhouses and eco-innovation in the agricultural sector.

4.6 Spain

Table 22- Timeplan for Activity 1 to carried out by CEBAS-CSIC for transferring project's knowledge

Timeplan Activity 1: Organisation/participation in Conferences, workshops and seminars		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Organise Events*																																		
2	*Participate in International Conferences*																																		
3	*Post relevant articles in Forums*																																		
4	*Inform Cluster members for relevant news*																																		

Table 23- Timeplan for Activity 2 to carried out by CEBAS-CSIC for transferring project's knowledge

Timeplan Activity 2: Fostering meetings between Universities/Research Centres and Companies		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Organise events*																																		
2	*Post relevant articles in Forums*																																		
3	*To promote the creation of new project consortia for technological cooperation, with the participation of public and private entities*																																		

Table 24- Timeplan for Activity 3 to carried out by CEBAS-CSIC for transferring project's knowledge

Timeplan *Activity 3*: Giving advice in IPR and contractual issues		**2019**										**2020**												**2021**											
No	Sub-activities (Tasks)	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12
1	*Inform Cluster members for relevant news*																																		
2	*Inform Cluster's members with administrate documents / eligibility criteria*																																		
3	*To promote the creation of new start-ups with the participation of CEBAS and the creation of new patents*																																		

5. Good practices

Besides the activities described in the action plan for the forecasted 3 years, the partner will comment past experiences and good practices learned in past projects.

In this sense, the partner will introduce 2-3 EU best practices related to transfer knowledge that can be applied for project purposes, according to the partner or other collaborators' experience.

Some EU and other international sources to get inspired are as follows:

- The Responsible Partnering initiative: http://www.responsible-partnering.org
- Results of the first and second OMC cycles (EU): http://ec.europa.eu/invest-in-research/coordination/coordination01_en.htm
- Management of intellectual property in publicly-funded research organisations: Towards European Guidelines(EU): http://ec.europa.eu/research/era/pdf/ipmanagementguidelines-report.pdf
- Turning science into business(OEDC) :www.oecd.org
- European Service Network: www.esn.be
- Innova Europe: www.innova-europe.lu
- Intrasoft Internacional: www.intrasoft-intl.com
- Strategic Information Management Services:www.strategicinformation.com
- The Practice Development Institute: www.pdiblobal.com
- Enterprise Europe Network: http://www.enterprise-europenetwork. ec.europa.eu/info/network_en.htm
- CESEAND: www.ceseand.net
- IPR Helpdesk: www.ipr-helpdesk.org
- European Regions Research and Innovation Network: www.errin.eu/en/
- Partnerships for Research and Innovation (UK):www.auril.org.uk/publications/pfrai
- Open Innovation: www.openinnovation.net

5.1 Albania

This section introduces two (2) EU best practices related to transfer knowledge that can be adopted, as follow up activities, by the RCB or other partners of the project, ensuring project's sustainability.

Best Practice 1: Establishment of a Network dedicated to Entrepreneurship (The case study of CESEAND) - www.ceseand.net

CESEAND is the Enterprise Europe Network member for the region of Andalusia (Spain). Andalusia is a south-western European region established as an autonomous community of the Kingdom of Spain. It is the most populated and the second largest in area of the autonomous communities in Spain.

The Enterprise Europe Network is an initiative of the European Union and is the largest information and consultancy network in Europe currently present in more than 40 countries, with around 3000 experienced staff in 600 local partner organisations providing expert advice and services to EU businesses. The Network offers support and advice to businesses across Europe and helps them make the most of busineess opportunities in the EU and beyond.

The services of CESEAND and the Enterprise Europe Network are specifically designed for small and medium enterprises (SMEs) but are also available to all other businesses, research centres and universities from the region of Andalusia (Spain).

CESEAND as a member of the Enterprise Europe Network offers the following services to andalusian entities (SMEs, research centres, universities, etc.):

- Technology transfer and partnering opportunities via the partnering database of the Enterprise Europe Network, one of the Europe's largest databases containing more than 23000 profiles.
- Participation and cooperation in Brokerage Events of the European Network and organization of company missions.
- Innovation Management diagnostics programs.
- Help in access to European finance/funding programs (Horizon 2020 & Cosme).
- Advice on SME Instrument and Key Account Management of beneficiaries.
- Support in Intellectual Property matters via the European IPR Helpdesk, their local ambassador programm and the PATLIB network.

Best Practice 2: AgriCluster: THE CLUSTER FOR THE PROMOTION OF AGRICULTURAL INNOVATION - https://www.agricluster.gr/

AgriCluster is an initiative of the University of Thessaly (ex. TEI of Thessaly) to establish a cluster under the name "Cooperative Cluster for Agricultural Innovation"

and the distinctive title "AgriCluster" will attempt to serve as a reference point for organisations that are active in the field of agricultural production and innovation.

The AgriCluster aspires to improve the environmental, economic and social conditions of rural areas across Europe through the use of state-of-the-art technologies and ser-vices.

Agricluster's main mission is to stimulate and promote agricultural innovation by facilitating the dissemination of information and technologies among cluster members to:
1. Increase the rate of success and effectiveness of the projects implemented by its members
2. Enhancing competitiveness within local and international markets
3. Promoting environmentally friendly and cutting-edge technologies

Provided services to members:

1. Entrepreneurship missions:
The personal contact and the presentation-promotion of the offered products/ services of farmers and SMEs to end-users / beneficiaries of agriculture sector in individual meetings are an important step for creating collaborations. These missions can include, among others, B2B meetings between selected members of the cluster and agricultural industries such as agro-industry and fertilizer industries to present, promote and match the compatible technologies / services offered by the entire AgriCluster formation with potential needs of the agricultural sector.

2. Networking
The governance scheme of the AgriCluster analyzes the activities of the members of the cluster, identify business opportunities and propose transnational synergies - collaborations between the members of each country, taking into account the offered services/products. They will also seek for networking and matchmaking with actors outside the Cluster.

3. Elaboration of business plan to promising members
Provision of consulting services for the assessment of the business plan and the business model of the members (SMEs), providing suggestions for its improvement (developing strategic goals, optimizing resource use, networking, identifying funding opportunities).

4. Provision of visibility and coaching/mentoring services to selected members

The visibility of cluster members' activities and their guidance for achieving their goals should be Cluster's priority. The relevant services identify new business opportunities, their representation in exhibitions and their guidance for the valorisation of technological innovations, new business models and their differentiation in the market.

5.2 Cyprus

This section presents 2 good practices, successful models of operation, regarding transferring knowledge in the agricultural sector.

1. Agro ICT Cluster

The Cluster was established on October 2014, providing agricultural inputs and services. In particular, the Cluster has 21 members and focuses on:

- Agriculture Machinery/Technology,
- Micro-and Nanotechnology related to agriculture,
- Information services activities,
- Advertising and market research,
- Agricultural informatics

Cluster's Strategy:

Increase Competitiveness

The Cluster has set itself the primary objective is to provide IT services appropriate to the needs of farmers, thereby increasing their efficiency and innovative potential.

Market Presence

The Cluster organization can provide an ever-expanding knowledge base, which can be based on user-friendly research and development activity, which stimulates innovation. The Cluster is able to contribute to the development of competitive agricultural integrated IT solutions needed by domestic and international agricultural and food operators, thereby increasing the efficiency of the sector, and profit-making ability.

Support for Research and Development

The agricultural information technology has become particularly important in Hungary in the past few years. The importance of the developments in the IT sector of agriculture features formed from a robotic or process management systems,

software, drones, and combining these integrated systems can be established, which can provide real help for farmers to optimize production.

Cluster's Services:

- Access to the European Internal market
- Access to public support (regional/national programmes, innovation vouchers, etc.)
- Trend-scouting (Ideas for innovative projects)
- Innovation Management / Support of innovation processes (internal, external)

(Source: https://www.clustercollaboration.eu/cluster-organisations/agro-ict-cluster)

2. European Cluster Collaboration Platform

The European Cluster Collaboration Platform is a service facility aiming to provide cluster organisations with modern tools

These tools allow to:

- make efficient use of networking instruments (search/find potential partners and opportunities)
- develop collaboration trans-nationally (within Europe) and internationally (beyond Europe)
- support the emergence of new value chains through cross-sectorial cooperation
- access the latest quality information on cluster development
- improve their performance and increase their – as well as their members' - competitiveness.

The services include:

- a dynamic **mapping** of over 1000 profiled cluster organisations worldwide
- the largest **information hub** for clusters offering latest **news/events/open calls** to a broad community via the ECCP Weekly Digest
- **matchmaking events** supporting the development of cooperation between clusters **in Europe and beyond**
- a unique database on regional, national, international and sectoral **cluster networks**
- detailed information on the **European Strategic Cluster Partnerships**
- a **partner search** facility, where cluster organisations can exchange their offers and demands
- dedicated pages supporting **international cooperation** including profiles of selected countries of strategic interest and related European international support services
- a unique database of profiled **cluster-related projects** developed under **various European programmes**.

The ECCP addresses primarily the needs of **cluster managements**, but its rich content is useful for both the SME **cluster members** and for the **cluster policy makers at regional, national or international level**. Although the European cluster organisations, by their number and long history of development, make an important part of the platform, ECCP is open and connected to the whole world, with a special focus on certain specific third countries of strategic interest (see "International Cooperation").

Being at the service of cluster organisations, with a unique offer of facilities and tools to create a favourable environment for collaboration to emerge and develop, ECCP aims to become **the leading European hub for international cluster cooperation, building cluster bridges between Europe and the world**.

(Source : https://www.clustercollaboration.eu/vibrant-platform-service-cluster-organisations)

5.3 France

Besides the activities described in the action plan for the forecasted 3 years, SEMIDE will introduce in this chapter two examples of European good practices related to transfer knowledge that could be applied for project purposes.

1- Good practice from SEMIDE Strategy

SEMIDE (PP04) is the Euro-Mediterranean Information System on know-how in the Water sector established in 1996.
SEMIDE promotes the exchange of know-how between institutions and the dissemination of information on the water sector by providing, on its platform, information validated by its members countries (All the countries involved in the Union for the Mediterranean (UfM)).
SEMIDE has also 22 national focal points around the euro Mediterranean region who play an essential role as vector for the dissemination of water information at the national level.
The transfer of knowledge and know-how is carried out in a consistent and systemic way for all the EU programmes having a 'Water' component, which can interest the Mediterranean Countries (Interreg, Prima, H2020, Life…). Transferring the outcomes of the EU programmes in the water sector is assisted by targeted actions, thanks to the support of SEMIDE and its NFPs (in synergy with other initiatives - e.g. Med-EUWI- and actions carried out by regional organizations). These actions support a greater participation of the Mediterranean partner countries in Community programmes.

Owing to its role of reference media, SEMIDE manage a water-related virtual library, referencing, in particular, all the publications issued from projects financed by EU and regional organizations/networks to provide access to the greatest number of people.
Another essential component of knowledge transfer managed by SEMIDE: the exchange of good institutional practices between countries (NFPs and other institutions of the water sector) with adaptation to the needs of the partner countries.

2- **Good practice from R-KNOW project**

SEMIDE was involved in R-KNOW project "Regional Knowledge Network on Systemic Approaches to Water Resources Management" which is a regional project funded by the European Union for a period of three years (2013-2016). The project has created a Regional Knowledge Network on Water that assist in strengthening the application of systematic approaches to water management and governance in five countries (Lebanon, Jordan, Palestine, Morocco and Egypt).
The project aimed also to influence policy and decision-making processes as means to enhance good governance in the water sector.
R-KNOW is a market place of choice for exchanging knowledge on practical integrated water management (IWRM) approaches in the Arab Region.
R-know used the knowledge management cycle (as explained in the figure below) to organize the different knowledge management activities and to link them to the focus and mandate of the network.

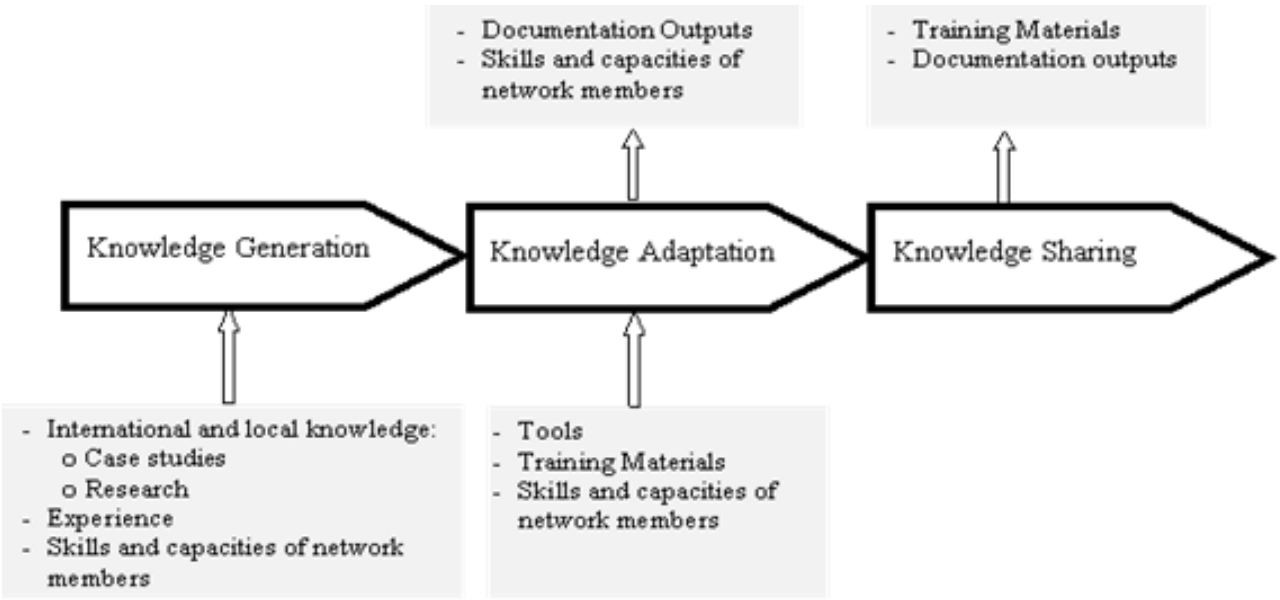

Figure 1 Knowledge management cycle

5.4 Greece

University of Thessaly

Good practice 1: The FERTINNOWA thematic network.
https://www.fertinnowa.com/
The main objective of the FERTINNOWA thematic network is to create a meta-knowledge database of innovative technologies and practices for the fertigation of horticultural crops.
FERTINNOWA also presents a knowledge exchange platform to evaluate existing and novel technologies (innovation potential, synergies, gaps, barriers) for fertigated crops and ensure wide dissemination to all stakeholders involved of the most promising technologies and best practices (https://www.fertinnowa.com/technologies-exchanged/).

A multi-actor integrated approach is used through the FERTINNOWA platform which involves various stakeholders (researchers, growers, policy-makers, industry, environmental groups etc.) at several levels including the socio-economic and regulatory level (national and European) with a special focus on the EU Water Framework Directive and Nitrate Directive. Information is gathered at national level to feed a European benchmark study that will evaluate and compare existing technologies used at various horticulture sectors, including vegetables, fruit and ornamentals in different climate zones.

All tools, databases and other resources generated are shared within the consortium and the stakeholders' group and are made available to the broader scientific community, policy-makers, the industry and the public at large.
Thus, FERTINNOWA will help the growers to implement innovative technologies in order to optimize water and nutrient use efficiency thus reducing the environmental impact.

The FERTINNOWA thematic network is expected to close the gap between knowledge and growers with regards to fertigated crops through the gathering of knowledge, state-of-the-art, and innovative solutions, sharing of this knowledge, best technologies and practices, and the continuous involvement of the growers. In addition, it is expected to support to action: including water reuse and recycling, water and waste-water treatment with recovery of resources, water governance, and decision support systems and monitoring. Furthermore, the network will help to

increase the application of water-related solutions and validation of at least 8 innovative technologies and best practices which will result in the further development of sustainable water solutions for fertigated crops.

Good practice 2: The EIP-WIRE action group.
https://www.eip-water.eu/WIRE
WIRE stands for Water & Irrigated agriculture Resilient Europe.
The WIRE Action Group is committed to unlocking the potential and accelerating uptake of innovative irrigation technology and improving agricultural water management in line with the objectives of the Water Framework Directive, promoting the EU green economy while preserving and increasing the employment in agriculture and related sectors.
WIRE helps customising existing or upcoming innovation to the farmers' and growers' needs, and to facilitate innovation uptake in the complex, multi-faceted irrigated agriculture reality and market.
WIRE connects and cooperates with the EIP on Agricultural Productivity and Sustainability, with a strong commitment to develop synergies where possible and to draw on mutual benefits. WIRE will contribute to make use of innovation to promote a more sustainable water management and more effective return of investments in agriculture.
Currently the WIRE Action Group integrates an impressive list of 48 partners from all relevant sectors and domains involved in irrigated agriculture, ranging from science, companies dealing with irrigation technology and management, advisory services, representatives of the farming sector at European and national level, as well as water managers.

Three priorities have been identified and are primarily addressed:
-efficient water reuse in irrigation
-energy saving in irrigation
-integrated agricultural water management under drought.

This will be carried out by taking into account the specific requirements deriving from the agro- climatic conditions across the EU, the legal framework as well as the diversity of farming systems and crops. For this purpose numerous case studies have been selected to implement and test solutions.

Good practice 3: *Smart-Akis Thematic network*

Smart-AKIS stands for the European Agricultural Knowledge and Innovation Systems (AKIS) towards innovation-driven research in Smart Farming Technology Thematic network.

Smart-AKIS is a European Network mainstreaming Smart Farming Technologies among the European farmer community and bridging the gap between practitioners and research on the identification and delivery of new Smart Farming solutions to fit the farmers' needs.

The main objective of Smart-AKIS is to set up a self-sustainable Thematic Network on Smart Farming Technology designed for the effective exchange between research, industry, extension and the farming community so that direct applicable research and commercial solutions are widely disseminated and grassroots level needs and innovative ideas thoroughly captured, thus contributing to close the research and innovation divide in this area.

Response to the global food challenge of feeding more than 9 billion people in 2050 and the sustainability and competitiveness challenges of the European agricultural sector, demands a wider adoption of Smart Farming Technologies allowing for a more sustainable, resource efficient and more productive EU agriculture.

Adoption of Smart Farming technologies allows for increases in the sustainability, resource efficiency and yield of agricultural production. However, a number of technological, social, regulatory and economic factors have hindered the widespread adoption of these technologies, both in large but also in small and medium scale farms. Amongst these factors, the gap between the needs, interests and expectations of the research and the farming communities has greatly contributed to the low adoption of these technologies, preventing fully tapping their potential for a more productive, resource efficient and sustainable EU agriculture.

As a Thematic Network on Smart Farming, it will collect existing but insufficiently used scientific knowledge and best practices, making them ready to be used by practitioners through accessible and understandable materials, resources and tools that will enrich the EIP-AGRI database with concrete solutions that farmers can easily implement.

The main activities of Smart-AKIS project are:

1. Create an inventory of direct applicable solutions from the large stock of research results and commercial applications

2. Assess end-user needs and interests, and identify factors influencing adoption taking into account regional/national specificities

3. Generate multi-actor, innovation-based collaborations among different stakeholders

4. Set up of an ICT tool for the on-line assessment of the Smart Farming Technology solutions and the crowdsourcing of grassroots-level ideas and needs

5. Disseminate the results of the project to increase visibility of Smart Farming Technologies in the EU

Good practice 4: *HNV-Link Thematic Network*
http://www.hnvlink.eu/about/
The HNV-Link creates a community of practice and knowledge by linking 10 areas throughout the European Union where HNV farming systems are prevalent. These "learning areas" are used to evaluate innovation examples and gaps relevant to HNV systems. Innovation types include technical, commercial, social, institutional, and of policy.

The network identifies what works in specific places and what methods would also be applicable in other areas or contexts. Among the major outputs are:

- inventory of grassroots innovations in each learning area
- an "Innovation Fair" to foster peer learning
- a set of educational materials to expose educators and students in agricultural studies, rural development and conservation alike to HNV concepts, challenges and opportunities
- an interactive Atlas of Innovations feasible within HNV farming areas
- research papers and presentations

The HNV-Link Thematic Network was conceived as an innovation brokering process, coordinating and stimulating 10 High Nature Value (HNV) farming Learning Areas (LA) through 5 work packages (WP). Our aim is to contribute to the sustainability of HNV farming areas by helping to build capacity in the LA to develop and implement innovations addressing their specific HNV farming challenges and needs.
The project has four phases over its three year life span:
Phase 1: Framing the Network.
Phase 2: Shaping the Network.
Phase 3: Using the Network.
Phase 4: Expanding the Network.

Identified EU and other international knowledge transfer good practises:

- The Innovation Relay Centres (http://www.innovationrelay.net/) a network of more than 70 centres involving more than 240 organisations in 33 countries which provide assistance on marketing innovation, help venture capitalists find new technologies to exploit, and help companies' source innovative solutions to satisfy a technological need.
- The Cordis Marketplace service (https://cordis.europa.eu/projects) an online service where you can find RTD results and search for innovative business opportunities on emerging technologies.
- Gate2Growth: (http://gate2growth.com/which offers in particular a database of experts and service providers - ranging from incubators to patent lawyers, to accountants and training providers in every European country.
- The IPR Helpdesk(https://iprhelpdesk.eu/) which assists potential and current participant in the EC research Framework Programmes on intellectual property rights issues arising in this context ; they also publish a number of general-purpose papers on specific IPR issues.
- The European Patent Office (https://www.epo.org/index.html)which grants European patents and offers additional services, e.g. training seminars and patent information products (CD-ROMs, on-line Espacenet database, etc.)
- The World Intellectual Property Organization: WIPO(https://www.wipo.int/portal/en/index.htmlwhose website also contains specific information for SMEs; it should also be noted that WIPO runs a mediation and arbitration facility.(http:// arbiter.wipo.int)
- The OECD –http://www.oecd.org/about/
- The Responsible Partnering initiative: http://www.responsible-partnering.org
- Results of the first and second OMC cycles (EU): http://ec.europa.eu/invest-in-research/coordination/coordination01_en.htm
- Management of intellectual property in publicly-funded research organisations: Towards European Guidelines (EU):
- http://ec.europa.eu/research/era/pdf/ipmanagementguidelines-report.pdf
- Turning science into business (OEDC): www.oecd.org
- European Service Network: www.esn.be
- Innova Europe: www.innova-europe.lu
- Intrasoft International: www.intrasoft-intl.com
- Strategic Information Management Services: www.strategicinformation.com
- The Practice Development Institute: www.pdiblobal.com
- Enterprise Europe Network: http://www.enterprise-europenetwork.

- ec.europa.eu/info/network_en.htm
- CESEAND: www.ceseand.net
- IPR Helpdesk: www.ipr-helpdesk.org
- European Regions Research and Innovation Network: www.errin.eu/en/
- Partnerships for Research and Innovation (UK): www.auril.org.uk/publications/pfrai
- Open Innovation: www.openinnovation.net
- https://www.orkts.cuhk.edu.hk/knowledge-transfer-initiatives

TEI of Thessaly

Besides the activities described in the action plan for the next 3 years, this section presents 2 EU good practices learned in past projects related to transfer knowledge and can be applied for project purposes.

Good practice 1: *The Open Method of Coordination (OMC)*
The "Open Method of Coordination" (OMC) was introduced by the **European Council of Lisbon** in March 2000. It was a method designed to help Member States progress jointly in the reforms they needed to undertake in order to reach the Lisbon goals. The method included the following elements:

- Fixing **guidelines and timetables** for achieving short, medium and long-term goals
- Establishing quantitative and qualitative **indicators and benchmarks**, tailored to the needs of Member States and sectors involved, as a means of comparing best practices
- Translating European guidelines into **national and regional policies**, by setting specific measures and targets
- Periodic **monitoring** of the progress achieved in order to put in place **mutual learning** processes between Member States

Initially the OMC was only applied to Employment and Economic policy. When the European Council set the 3% of GDP objective for R&D investment, the Commission suggested that OMC should be applied for this objective as well. The Spring European Council of March 2003 thus agreed to apply **the OMC for policies related to investment in research** (and to human resources and mobility of researchers as well).

Since October 2005, CREST decided to meet once or twice a year at the level of **Directors General** to review and facilitate the progress of policy coordination.

The process is expected to produce the following **outcomes**:

- Enhanced **mutual learning** and peer review
- Identification of **good practices** and of their conditions for transferability
- Development of **joint policy initiatives** among several Member States and regions
- Identification of areas where **Community initiatives** could reinforce actions at Member State level.

Source: *http://ec.europa.eu/invest-in-research/coordination/coordination01_en.htm*

The partners of MED Greenhouses can adapt/modify (adopt tailored measures) the OMC in order to monitor and successfully undertake transfer knowledge activities.

Good practice 2: *The Wagon Project*

The wagon Project is a mobile platform, in the form of a wagon, to spread the essence of volunteerism and solidarity to local communities and at the same time, share valuable knowledge and know-how to local NGOs and volunteer organizations, all over Greece.

The Wagon Project will be a facilitation point to host networking and capacity building events as well as community-driven actions around the country. It will host a swapping library and serve as a high-end educational multimedia spot. Finally, this project can facilitate our efforts to meet new NGO's for our Human Grid mapping initiative.

The exact schedule of The Wagon for each trip/mission will be tailored according to the needs of the area that will be visited, following communication with local stakeholders and volunteer organizations.

Inter alia, the main schedule will include activities such as the following:

- "TEDx Screenings". Special evenings offering screenings of selected TED Talks for a specified number of participants.
- "Share your practice Workshops". Live, interactive educational programs and workshops aimed at transferring best practices and knowledge for local NGO's and volunteer organizations.
- "Human Grid Access Point". An information centre for local volunteer initiatives, a point of access to the Human Grid map and research, and a place for mapping volunteer activities.
- "Swapping Library" free of charge and open to the public.
- "Kids' *Alana*" for our little friends, a place to relive forgotten but beloved educational group games and experiences.

All activities will be entirely free of charge.

Source: https://www.indiegogo.com/projects/the-wagon-project-by-tedxathens-movements-move#/

The MED Greenhouses partners can be inspired by the above concept and modify the "WAGON" project into the "TRACTOR" project which could be a vehicle that will travel in rural zones and inform farmers, greenhouse owners stakeholders of agricultural sector about the new innovative technologies and services offered by ATI-Cluster.

Identified EU and other international knowledge transfer good practises:

- The Innovation Relay Centres (http://www.innovationrelay.net/) a network of more than 70 centres involving more than 240 organisations in 33 countries which provide assistance on marketing innovation, help venture capitalists find new technologies to exploit, and help companies' source innovative solutions to satisfy a technological need.
- The Cordis Marketplace service (https://cordis.europa.eu/projects) an online service where you can find RTD results and search for innovative business opportunities on emerging technologies.
- Gate2Growth: (http://gate2growth.com/which offers in particular a database of experts and service providers - ranging from incubators to patent lawyers, to accountants and training providers in every European country.
- The ProTon network (http://www.protoneurope.org/), a European association of technology transfer professionals.
- The IPR Helpdesk(https://iprhelpdesk.eu/) which assists potential and current participant in the EC research Framework Programmes on intellectual property rights issues arising in this context ; they also publish a number of general-purpose papers on specific IPR issues.
- The European Patent Office (https://www.epo.org/index.html)which grants European patents and offers additional services, e.g. training seminars and patent information products (CD-ROMs, on-line Espacenet database, etc.)
- The World Intellectual Property Organization: WIPO(https://www.wipo.int/portal/en/index.htmlwhose website also contains specific information for SMEs; it should also be noted that WIPO runs a mediation and arbitration facility.(http:// arbiter.wipo.int)
- The OECD –http://www.oecd.org/about/
- The Responsible Partnering initiative: http://www.responsible-partnering.org
- Results of the first and second OMC cycles (EU): http://ec.europa.eu/invest-in-research/coordination/coordination01_en.htm

- Management of intellectual property in publicly-funded research organisations: Towards European Guidelines (EU):
- http://ec.europa.eu/research/era/pdf/ipmanagementguidelines-report.pdf
- Turning science into business (OEDC): www.oecd.org
- European Service Network: www.esn.be
- Innova Europe: www.innova-europe.lu
- Intrasoft Internacional: www.intrasoft-intl.com
- Strategic Information Management Services: www.strategicinformation.com
- The Practice Development Institute: www.pdiblobal.com
- Enterprise Europe Network: http://www.enterprise-europenetwork.
    - ec.europa.eu/info/network_en.htm
- CESEAND: www.ceseand.net
- IPR Helpdesk: www.ipr-helpdesk.org
- European Regions Research and Innovation Network: www.errin.eu/en/
- Partnerships for Research and Innovation (UK): www.auril.org.uk/publications/pfrai
- Open Innovation: www.openinnovation.net
- https://www.orkts.cuhk.edu.hk/knowledge-transfer-initiatives

5.5 Italy

Agrostart

Transnational network for SME support in the animal breeding and horticulture sector

The project's overall objective was to elaborate the South east Europe (SEE) Support Service Protocol that will provide business support organisations with guidelines on how to best assess SMEs in order to enable them to tackle the common challenges that they are facing and on how to best guide SMEs so that these can fully exploit the opportunities that inheres the SEE area for them. The SEE Protocol will also give guidelines on how to best facilitate and promote an innovative entrepreneurship environment for SMEs in the horticulture and animal breeding sector.

Based on a mutual learning approach the partnership will use already detected good practices, prior related project results and newly detected good practices in order to identify the most adequate ones in relation to successful, transferable, innovative and realistic approaches. Based on these findings the partnership will elaborate the SEE Support Service Protocol. Furthermore, the following support tools will be developed which will make it possible to implement the SEE Support Service Protocol: transnational database for SME support and service providers, innovation awareness raising and diagnostic tools, SEE Kit for entrepreneurs, SEE Virtual Fair, among others.

Both the SEE Support Service Protocol and the support tools will be tested by the partnership and interested stakeholders. Their adequateness will be commonly discussed between the partnership and the target groups. Improvements will be integrated in order to then actively transfer the SEE Support Service Protocol and capacitate employees of business support services to implement the Protocol and support tools in their entities.

The core results of the project will be an improved effectiveness and quality of business support services that will be able to facilitate an innovative environment for entrepreneurship, assist SMEs to access new markets, improve their product quality and marketing strategies and assess them in the development and implementation of internationalization strategies. The overall result will be the increased competitiveness of the SMEs active in the horticulture and animal breeding sector.

PROJECT OUTPUTS

Transnational database of service & product providers for agro sector

Evaluation report from diagnosing agro-SMEs' capacity and readiness to innovate

Guide of good practices supporting innovation in agro sector

Support service protocol for businesses in animal breeding and horticulture sectors

PROGRESS-TT

PROs GRowing Europe through best practice SolutionS for Technology Transfer

Innovation is at the heart of Europe's growth strategy. However, Europe lags behind its international competitors in converting investment in Public Research Organisation PRO research into commercial returns via innovation. The solution lies in improving the transfer of technology from PROs to industry but there are many barriers to effective technology transfer, including: Most Technology Transfer Offices (TTOs) in PROs are small, underfunded and under-skilled; a small investor pool and long timescales make it difficult to secure finance and; there is poor understanding between IP creators, exploiters, funders and end-users.

To address these barriers, PROGRESS-TT will transfer the expertise of Europe's leading PROs to those with the greatest potential to grow. We will gather best practice from leading PROs and thought leaders and formulate it into Europe's most definitive TT tools, methods and insight. We will then begin a programme of knowledge transfer tailored to the audience's level of 'readiness' to grow. This will include:

Training, workshops, boot camps and e-learning delivered to emerging PROs and TT funds to develop their core skills

Intensive coaching and mentoring for high potential PROs to accelerate their TT activity. We will form 'teams' comprising experienced TTO performers, industry, funds and high potential PROs to develop capability, capacity, opportunity, desire, and to build a supportive TT environment.

Improving access to finance by bringing established and emerging funds together to share best practice and identify cross-border opportunities

We will continuously improve best practice based on our trial activities, in order to create a validated legacy programme to continue supporting PROs across Europe beyond project end. Through this support, we estimate a typical high potential PRO will improve its performance by 500% in the five years following intensive support, delivering at least €6 million to the European economy per PRO supported.

GROOF - Greenhouses to Reduce CO2 on Roofs
Project Summary

The GROOF project is an innovative cross-sectoral approach to reduce CO2 emissions in the construction and agricultural sectors by combining energy sharing and local food production. The idea is to use roof greenhouses as a tool for:

- recovering actively the produced and not consumed heat generated and otherwise lost by the building that supports the structure (through the ventilation system) and passively (30% heat lost through the roofs on average) in vegetables and herbs production,
- collect CO2 produced by human activity and building activities to "feed" the plants,
- reduce transport-generated CO2 emissions by producing plants locally. The greenhouse itself is an extra activity located outside of the building but sharing energy with it in order to make both of the structures more efficient.

Concretely, the project will facilitate the emergence of this type of greenhouse on the market by demonstrating and disseminating among the actors of construction and agriculture good practices favorable to the development of profitable and functional business and social models.

The project will aim specifically at:

- identifying and reducing barriers to market access (urban planning rules, technical regulations, insurance, etc.),
- supporting first users in the implementation of their project,
- experimenting and demonstrating the effectiveness of technology for a representative number of business and social models. The results of each activity will be shared with the target communities (e.g. regional and national public authorities, SMEs and large companies, research centers).

- GROOF open call offering a personal coaching for the construction of a rooftop greenhouse in NWE Europe will be open until June 30, 2019. Redefine your city and produce locally

green.eu

European Global Transition Network on Eco-Innovation, Green Economy and Sustainable Development

In the last two decades the world has experienced several crises. In light of these trends and to more effectively move towards sustainable development, several organisations and international actors have developed the concept of green economy as action-oriented approaches. Priority interventions are aimed at triggering technology adoption, and stimulate behavioural change. In fact, eco-innovation can be considered an enabler for a green economy to the same extent that the green economy can be understood as an enabler of sustainable development. Green.eu is designed to address these challenges, ranging the conceptualization of eco-innovation and the green economy, to the harmonization of the approaches needed to coherently assess performance, identify gaps (successes and failures) for the effective adoption of technologies that can create win-win results. In particular, the project is designed so as to improve (1) harmonization of definitions, (2) collection of relevant information on the performance of past and current efforts, and (3) coordination among stakeholders. Green.eu sees the main challenges in an improved understanding (and scientific assessment) of the concepts of green economy and eco-innovation, on the adaptation of policy agendas, the documentation of best practices and guidelines for knowledge transfer and transferability. The inter- and transdisciplinary green.eu network (including knowledge brokers, programme owners and global industry networks) is research based and aims to accelerate the transition towards a green economy significantly, with a European focus on co-development of knowledge. It aims to exploit win-win-opportunities and to improve the take up of R&D results. It includes the following work packages: Networking and co-ordination; Harmonization of concepts of green economy and ecoinnovation; Eco-innovation policy agendas; Best practices,

knowledge transfer, transferability; Integration and operationalization of lessons learned.

Some EU and other international sources to get inspired are as follows:

- The Responsible Partnering initiative: http://www.responsible-partnering.org
- Results of the first and second OMC cycles (EU): http://ec.europa.eu/invest-in-research/coordination/coordination01_en.htm
- Management of intellectual property in publicly-funded research organisations: Towards European Guidelines(EU): http://ec.europa.eu/research/era/pdf/ipmanagementguidelines-report.pdf
- Turning science into business(OEDC) :www.oecd.org
- European Service Network: www.esn.be
- Innova Europe: www.innova-europe.lu
- Intrasoft Internacional: www.intrasoft-intl.com
- Strategic Information Management Services:www.strategicinformation.com
- The Practice Development Institute: www.pdiblobal.com
- Enterprise Europe Network: http://www.enterprise-europenetwork.ec.europa.eu/info/network_en.htm
- CESEAND: www.ceseand.net
- IPR Helpdesk: www.ipr-helpdesk.org
- European Regions Research and Innovation Network: www.errin.eu/en/
- Partnerships for Research and Innovation (UK):www.auril.org.uk/publications/pfrai
- Open Innovation: www.openinnovation.net

5.6 Spain

Participation and organisation events for information and dissemination to the society

One of the good practices that CEBAS CSIC would like to present is the programme for the dissemination of science to the general society. In this sense, this partner develops and participates during the whole year in several events focussed to specialist but also to young and the society in general.

There is also a web page devoted to the information and dissemination of all the activities in http://www.cebas.csic.es/general_spain/web_cebas/cebas/index_en.htm

One of that events is the ***Science and Technology Week- SeCyT***, every year.

More than 400 activities, 57 institutions, 87 stands, a stage, two planetariums.That science goes out, create scientific culture and end the myth that science is only for a

few, are some of the objectives of the Week of Science and Technology . This is possible thanks to more than 500 professionals among scientists, technologists, disseminators and educators, responsible for serving the more than 40,000 attendees only in the region of Murcia.
All activities are "open to public participation", include scientific demonstrations, workshops, live experiments, and exhibitions.
SeCyT is also broadcast via streaming. It can also be followed through the website www.fseneca.es, as well as on the Foundation's social networks .

Office for technology *transfer in CEBAS CSIC*

A second good practice is the existence of an OFFICE FOR TECHNOLOGY TRANSFER.
The knowledge transfer office of CEBAS-CSIC is the support unit for researchers, which promotes, coordinates and manages the relationships between CEBAS-CSIC and the companies.

Our aim is to bring the results and the investigations of CSIC closer to regional, national and international companies. To do that, we facilitate the communication between researchers and companies and we provide a series of services not only for researchers but also for companies through the platform agrotransfer.csic.es

6. Conclusions

The partner will provide a summary of the proposed actions, why they have been chosen and which are the expected results after the timeframe described.

6.1 Albania

The proposed activities aim to secure project's sustainability and ensure the transfer of knowledge regarding eco-innovative investments in agricultural sector. These activities will be based on the main outputs developed during the MED Greenhouses project. In this context, the designed activities are considered as cost efficient and sustainable to be applied by the partners during the next three years, as these will require only a limited number of human resources, and only in some cases, a small budget for their implementation. These activities are:

Knowledge Transfer Activity 1: Webinars for innovative greenhouse technologies

The online-seminars (webinars) will aim to inform stakeholders/actors of the 4-helix with different issues related (directly or indirectly) to innovative greenhouse technologies. The main advantage of the webinars is that the stakeholders/actors can participate in this from distance, only by having internet access and a device (tablet/computer).

Existing tools/means to be used based on project's main outputs:

- **E-learning platform** (del. 3.2.2)
- **Training material** (del. 3.1.1, 3.1.3, 3.2.1)
- **Stakeholders' database** (del. 3.1.2)

Knowledge Transfer Activity 2: Operation of ATI-Cluster and registration of new members

The partners can trigger the key actors/stakeholders of the sector (SMEs, farmers, producers, development agencies, associations, research institutes etc.) to register in the ATI-Cluster and benefited from the designed services and the transnational network having access to regarding EU & national initiatives, news, financial channels, innovative technologies and share their needs and experiences at transnational level.

Existing tools/means to be used based on project's main outputs:

- The **ATI-Cluster** which will be established in the MED Greenhouses project,
- The ***del. 2.2.1 "Joint Communication plan",***
- The ***del. 3.2.6 "Recommendations for the establishment of mechanisms favouring cooperation between actors of the quadruple helix"***
- The ***del. 3.3.1 "Memorandum of Agreement/Understanding"***
-

Knowledge Transfer Activity 3: Campaign for eco-innovation in agriculture sector

The 3rd proposed activity for transferring knowledge is the development of a campaign promoting the benefits of eco-innovative investments, news and opportunities arise. The campaign can be organised without any additional expenses and through web communication channels that were developed during the MED Greenhouses project. These channels will continue to operate after the end of the project, ensuring the sustainability of its results. In order to secure this, the partners need to feed these online channels (see below) with updated news and relevant information in order to attract visitors.

Existing tools/means to be used based on project's main outputs:

- Forum of Innovative Agriculture (del. 3.3.3),
- Social media accounts: facebook & twitter account developed during the project (del. 2.2.2)
- Project website (del. 2.4.1),

- On-line platform (del 3.2.1),
- Partner's website

6.2 Cyprus

The knowledge transfer activities proposed so far to identify the best practices to promote the eco-investments in agriculture and ensure the sustainability of the project in the long run. The aforementioned activities were designed with the aim of improving the general level of knowledge in order to reach better results. The activities are cost-efficient or require, in order to be implemented, a small budget. Therefore partners can apply them during the following three years with a limited number of financial and human resources. The proposed activities are:

Knowledge Transfer Activity 1: Provision e-courses (webinars) through the e-learning platform..

One of the most simple and direct way to transfer knowledge is providing on-line seminars (webinars). They can be conducted by experts from universities, research centres or by other external actors. Webinars have the concrete advantage of reaching people that work in different places, with different schedule times. They can be attempted by interested stakeholders easily with a simple internet connection and a device such as computers, laptops, tablet etc.

Existing tools/means to be used based on project's main outputs:

- **E-learning platform** (del. 3.2.2)
- **Training material** (del. 3.1.1, 3.1.3, 3.2.1)
- **Stakeholders' database** (del. 3.1.2)

Knowledge Transfer Activity 2: Organization of conferences and meetings that can foster the collaboration among stakeholders and spread information about the eco-investments.

The second knowledge transfer activity proposed has as a primary aim the strengthening of collaborations of the ATI cluster members. Among the other sub-activities proposed one of the main important is the organization of meetings and conferences that can foster the collaboration among cluster members and stakeholders in general, in order to increase the level of operation and collaboration among all the actors of the quadruple helix. During these meetings it will be possible for different actors to meet each other and to expand their own network and to learn about the new investments opportunities, the chances to have high returns, the new technologies available and all the risk and benefits that can derive from their

adoption. Moreover, they will have the chance to learn about new financial channels available, the markets trends in the sector and above all, including the participation of project actors from different countries in meetings, it will be possible for actors involved to have a good insight on the international trends and exploit the presence of external actors to foster the collaboration among stakeholders.

Existing tools/means to be used based on project's main outputs:

- The **ATI-Cluster** which will be established in the MED Greenhouses project,
- The ***del. 3.2.6 "Recommendations for the establishment of mechanisms favouring cooperation between actors of the quadruple helix"***
- The ***del. 3.3.1 "Memorandum of Agreement/Understanding"***
- **E-learning platform** (del. 3.2.2)
- **Stakeholders' database** (del. 3.1.2)

Knowledge Transfer Activity 3: Using the Customer Relationship Management principles to increase customers' satisfaction and retention rate.

The 3rd proposed activity for transferring knowledge is based on the Customer Relationship Management principles. The knowledge that must be transferred in order to increase the customer's satisfactions is related to customer's preferences. In fact, it has been proved that in order to increase the loyalty between buyers and sellers it is important to understand the customer's habits and preferences in general. For this reason it is crucial to identify which the customers segments that need to be addressed are and which kind of products is important to deliver. In the last years, in fact, above all in European markets, the customer's attention to products that are produced in a sustainable way has risen sharply. For this reason the provision of tailored webinars on the on-line platform that can deliver useful information on the best selling practices is crucial. Moreover, the stakeholders involved can, in this way, develop a common marketing strategy that can increase the sales volume and build strong relationships with customers that can last over years.

Existing tools/means to be used based on project's main outputs:

- Forum of Innovative Agriculture (del. 3.3.3),
- Social media accounts: facebook & twitter account developed during the project (del. 2.2.2)
- Project website (del. 2.4.1),
- On-line platform (del 3.2.1),
- Partner's website

6.3 France

To promote knowledge transfer and innovation in greenhouses sector SEMIDE has established, based on its previous experiences in knowledge transfer, a strategy that will be running from 2019 to 2021 subject to the availability of financial resources.

The first step will consist of developing a reference framework for innovation in greenhouses and implement an online platform for engaging stakeholders to deliver project results and good practices in Greenhouses sector. Then, the strategy will favour links between researchers and Framers to better control climate and energy through the organisation of trainings on the priority themes identified during the project period and fostering meetings between Universities/Research Centres and Companies.

Finally, the last activity aims to identify programmes to help finance and promote technology and knowledge Transfer projects at the national level.

6.4 Greece

University of Thessaly

The actions proposed by UTH focus on actors of 4-helix and address the following topics:

- Existing innovative technologies on Greenhouses (actions for transferring knowledge for the operation/installation/construction of MED Greenhouses, actions for matchmaking actors of 4-helix for possible synergies-collaborations, actions for triggering investors etc.)
- Enhance the Environmental protection, favouring Eco-innovative investments (e.g. actions on how to embody the tailored policy recommendations (3.1.5) in Policy Makers' Plans favouring innovative greenhouse investments)
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Suggestion of financial partners that could facilitate Farmers and Greenhouse Owners implement their investments.

The actions proposed by UTH are summarised as follows

1. Inform stakeholders about financial schemes facilitating and promoting investments in innovative greenhouses.
2. Organise Workshops and Consultations for stakeholders (including farmers – students – PhD candidates).
3. Participation in conferences, agriculture exhibitions/fairs and other dissemination events.

It is expected that the activities suggested for the knowledge transfer will allow the achievement of the project objective of improving eco-innovation capacities of public and private actors that will result in increase of the sustainability, resource efficiency and yield of agricultural production.

TEI of Thessaly

Three (3) of the most promising and feasible activities that can be included in the Deliverable "3.2.4 - Joint Action Plan for Transferring knowledge" were identified. The selection of these activities was undertaken taking into consideration sustainability and feasibility factors such as:

- their relativity with project's objectives and results of the project,
- their ability to be implemented with the minimum of financial sources,
- the use of existing tools and means after project's end.

In this context, the proposed actions that can be adopted in the Action Plan for Transferring knowledge are:

1. Organise Capacity Building & Training Seminars/Webinars to stakeholders (farmers including).
2. Provide match-making (Team-up) services to 4helix-actors (e.g. Cluster's members) after assessing supply and demand services. Sub-Activity/ Tasks.
3. Participate in conferences, agriculture exhibitions/fairs and other dissemination events.

The available network & Tools that can be used for their implementation are other relevant EU programs, Interreg MED Horizontal project "SYNGGI" and the other relevant projects of the Green Growth Community, the ATI – Cluster and the established transnational networking, the in-house expert personnel of the project partners.

The proposed timeplans (section 4) for the above three activities are indicative and can be adapted accordingly. Due to the fact that the three (3) selected activities have a dynamic character, the University of Thessaly might need to modify the proposed timeplans according to its needs and objectives. Furthermore, to be noticed that some sub-activities are horizontal and are implemented on a daily basis, while some others are strongly recommended to be repeated annually.

6.5 Italy

The activity 1 "Organise Seminars inform stakeholders about new technologies for innovative greenhouses." is organized in six sub activities. The first activity is the Identification of the topics of each event, the second activity is to produce tailored training & dissemination material or use existing for the identified event. The dissemination of the event is the third activity, the dissemination activity will be carried out on GAL web page, social media and e-mail will be send to stakeholders (Agricultural Associations-Networks, ATI Cluster news etc). The next step will be the preparation of the conference hall in order to host the participants/guests and the workshops. The last activity is fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events. The activity is aimed at improving eco-innovation capacities of public and private actors, sharing the activities that will allow the achievement of the project objective.

The activity 2 "Identify and present EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects" Is organized in five sub activities. The first activity is the Identification of the EU programs Topics of each event, the second activity is to produce dissemination material or use existing for the identified event. The dissemination of the event is the third activity,
the dissemination activity will be carried out on GAL web page, social media and e-mail will be send to stakeholders (Agricultural Associations-Networks, ATI Cluster news etc). The next step will be the preparation of the conference hall in order to host the participants/guests and the workshops. The last activity is fill in a participation list with contact details of the guests respecting GDPR and conduct a satisfaction survey in order to enhance future events/activities and increase the impact of the events. The activity is aimed at increasing the public and private actors' competitiveness through the introduction of EU programs to facilitate with the finance of innovative investments and promote technology and knowledge Transfer projects.

The timeplan of the activity 3 "participation in Conferences, workshops, agriculture exhibitions/fairs and other dissemination events." Is organized in six sub activities. The first activity is the Identification of the agricultural/greenhouse events at regional, National and EU level, the second activity is to produce prepare promotional/dissemination material, tailored presentations. The Exchanging knowledge and experiences is the third activity, the fourth step will be the organization of networking activities to promote MED Greenhouses with other participants. The last activity is to develop joint concepts/activities dedicated to greenhouses and eco-innovation in the agricultural sector. This activity aims at sharing the activities that will allow the achievement of the project objective of improving eco-innovation capacities of public and private actors.

6.6 Spain

As a research center, the actions proposed by CEBAS CSIC aim at capitalising on its knowledge base and to create synergies and collaborations with actors of 4-helix. For reaching that goal, the partner has focused on the following topics:

- Promoting all technologies that can be compiled inside a greenhouse (fertigation, drainage, new materials, led lights use, closed systems) by implementing projects, the organisation journeys and events for matchmaking actors of 4-helix .
- Identification of technological partners at regional level that could facilitate the establishment and operation of the MED Greenhouses supporting Farmers and Greenhouse Owners
- Giving support of CEBAS CSIC as a public institution, at national and international level, offering the great network of platforms and partnering where CEBAS CSIC is already a member, to contribute to extend the implementation of eco-innovative solutions in the protected production of crops in the Mediterranean

The actions proposed by CEBAS CSIC are summarised as follows

1. Organisation/participation in Conferences, workshops and seminarsOrganise Workshops and Consultations for stakeholders (including farmers – students – PhD candidates).
2. Fostering meetings between Universities/Research Centres and Companies
3. Giving advice in IPR and contractual issues

It is expected that the activities suggested for the knowledge transfer will allow the achievement of the project objective of improving eco-innovation capacities of public and private actors that will result in increase of the sustainability, resource efficiency and yield of agricultural production.

Annex I Additional references

Additional information and assistance could be obtained from different sources.

- The Innovation Relay Centres (http://www.innovationrelay.net/) a network of more than 70 centres involving more than 240 organisations in 33 countries which provide assistance on marketing innovation, help venture capitalists find new technologies to exploit, and help companies' source innovative solutions to satisfy a technological need.
- The Cordis Marketplace service (https://cordis.europa.eu/projects) an online service where you can find RTD results and search for innovative business opportunities on emerging technologies.
- Gate2Growth: (http://gate2growth.com/which offers in particular a database of experts and service providers - ranging from incubators to patent lawyers, to accountants and training providers in every European country.
- The ProTon network (http://www.protoneurope.org/), a European association of technology transfer professionals.
- The IPR Helpdesk(https://iprhelpdesk.eu/) which assists potential and current participant in the EC research Framework Programmes on intellectual property rights issues arising in this context ; they also publish a number of general-purpose papers on specific IPR issues.
- The European Patent Office (https://www.epo.org/index.html)which grants European patents and offers additional services, e.g. training seminars and patent information products (CD-ROMs, on-line Espacenet database, etc.)
- The World Intellectual Property Organization: WIPO(https://www.wipo.int/portal/en/index.htmlwhose website also contains specific information for SMEs; it should also be noted that WIPO runs a mediation and arbitration facility.(http:// arbiter.wipo.int)
- The OECD –http://www.oecd.org/about/