

EXPLOITATION PLAN

FROM PROTECTED EMPLOYMENT TO ORDINARY LABOUR
MARKET COACH FOR TRANSITION - CO4TRAN



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Responsible	CONACEE
Co Lead Partners	ALL

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v4	Final	

**Disclaimers:*

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AN INTRODUCTION TO THE DOCUMENT

This Plan represents the milestone of the A4 - Follow-up&Exploitation– of the CO4TRAN project, co-financed by the European Commission through the Erasmus+ Programme. As first deliverable of the A4 - Follow-up&Exploitation, the Plan can be considered a roadmap for its implementation.

Indeed, the CO4TRAN Dissemination Plan sets out objectives, key messaging, target audiences, channels and monitoring and evaluation indicators to promote the project results and guarantee their exploitation outside the partnership. The Plan consolidates the draft of communication and dissemination activities identified during proposal preparation and aims to ensure quality of work and deliverables. This approach builds upon the direct experience of project partners in carrying out dissemination activities by using appropriate processes and tools.

The Plan is a living document that can be flexibly adjusted throughout implementation depending on specific needs and potential changes in the dynamics of the project. Fine-tuning of the Plan can be envisioned on a need-basis, also thanks to the constant Monitoring and Evaluation of the activities. This approach ensures the meeting of the target and the achievement of results.

The Exploitation Plan and valorisation activities for the CO4TRAN project will ensure an optimal use of the results at local, regional, national and/or European level. In each of the participating organisations, specific and adequate resources are allocated to the next activities further the project final

In the framework of European funding programmes and EU-funded projects, the term project's valorisation encompasses activities that can be grouped under three categories of **communication, dissemination and exploitation**. At first sight, these terms may seem redundant or overlapping with seemingly feeble boundaries. Nonetheless, the three axes of valorisation cover the wide spectrum of activities aiming at ensuring visibility to project activities and results.

Source: [How to communicate your project](#) – EC, 2021



Communication

It is about informing the public of events, activities and results relating to the project. The target for communication is composed of multiple audiences, such as the overall society citizens, the mass media, stakeholders in general sense. The purpose of this activity is to provide generalised visibility to the project, also informing the public on the use of European programmes. Because of its general nature, communication embraces the entire lifetime of the project.

Dissemination

It is a more focused activity as it aims at maximising the impact of project activities and results outside of the project consortium. In this case, dissemination activities use communication means to target potential users' group: actors operating in sectors of interest for the project in academia, educational and industrial sectors as well as the policymakers of the domains concerned. As such, dissemination is linked to a specific event, activity or result of the project.

Exploitation

Exploitation is more related to mainstreaming project activities and results, with a focus on promoting the uptake of results and deliverables. The purpose is to promote the use of project results for commercial, societal, and political purposes; hence, exploitation is targeted towards these audiences of potential users in authorities, policymakers, industrial and commercial sectors of interest, education and training providers as well as civil society organisations.

OBJECTIVES AND RESULTS

The Co4Tran project's goal is addressing, from a practical and constructive point of view, under good work practices, the design of adequate and inclusive training for multidisciplinary teams that accompany workers with disabilities, in order to facilitate their transition from the inclusive company to the ordinary labor market, thanks to the figure of the "transit manager."

The project will be carried out over a period of 24 months, during which five short-term training activities will be carried out in Belgium, France, Spain, Germany and Poland, with visits to inclusive companies, occupational workshops and ordinary employment companies with experience in inclusion, training managers, social workers and experts in social and labor inclusion in the special employment sector.

As a result, a guide will be developed for the training and accompaniment of workers with disabilities in the transit from the inclusive company to the ordinary labor market, to identify the necessary competencies in the "transit manager," as well as the evaluation and validation and, ultimately, formulate the bases for the creation of a training module for these managers.

For its monitoring, a minimum of 3 transnational meetings will be held in Madrid, Germany and Belgium that will allow all partners to progressively evaluate the objectives achieved.

ACTIVITIES

A1 - Management

- Setting up of the management structure
- Management handbook
- Technical and final reporting
- Zoom meeting
- Transnational Meeting

A2- Quality

- Development of Quality Assurance Plan
- Management, Communication, Partnership & Website Assessment
- Quality Control
- Reporting

A3 - Dissemination & Communication

- Dissemination action plan
- Logo
- Social Media & FB Group
- Newsletters
- Press releases
- Networking with projects, networks and other relevant institutions
- Dissemination reports

A4 - Follow-up&Exploitation

Deliverables

- Compendium of National Situation: PwD, Barriers, Political Trends & Legal Framework, IE: Duties Position & Tools/ Identifying Best Practices in IE
- Report of findings about new competences for the Co4Tran
- Guide for Best Training and Sponsoring (partnering) 4 Transition
- Definition of Basis of a Training Module
- Alternatives for acquiring the EQVET validation
- Exploitation nreport

Learning/teaching/training activities

- C1 - France
- C2 - Belgium
- C3 - Germany
- C4 - Spain
- C5 - Poland

EXPECTED IMPACT

The activities and related outcomes and products of the project will have an impact on:

- All staff members, boards, trainers of the involved organizations
- Private companies and their professionals
- Institutions and public organizations
- Associations and NGO's

Beyond the direct beneficiaries of the projects' results, CO4TRAN project will give solutions to:

- Social workers and educators
- Families
- Vocational training providers and universities, trainers and vocational qualification officers
- Employment agencies
- Chambers of commerce and industry, artisans and others...

Our organizations expect to contribute with our project to:

- Use of the guides by a large number of inclusive companies in the territory of the countries associated with this project, but also in European and international countries.
- Decrease in the unemployment rate of employees with disabilities in the project beneficiary countries.
- Design and development of a Traffic Manager training module.
- Registration of blocks of competencies at national levels and in the European Competencies Framework.

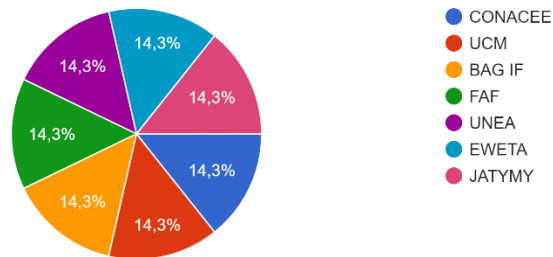
PARTNERS EXPLOITATION EXPECTATIONS

After the form completion from all partner

<https://forms.gle/9ufPxxwQip8qyog8L6>

ORGANIZATION

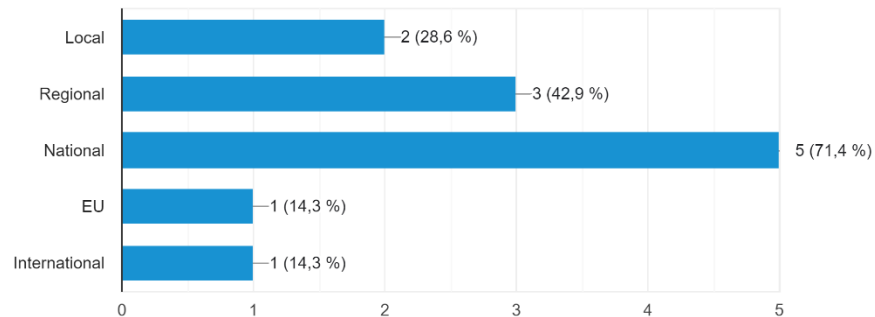
7 respuestas



The most common field for apply activities are national followed by regional:

SELECT YOUR FIELD FOR EXPLOITATION ACTIVITIES

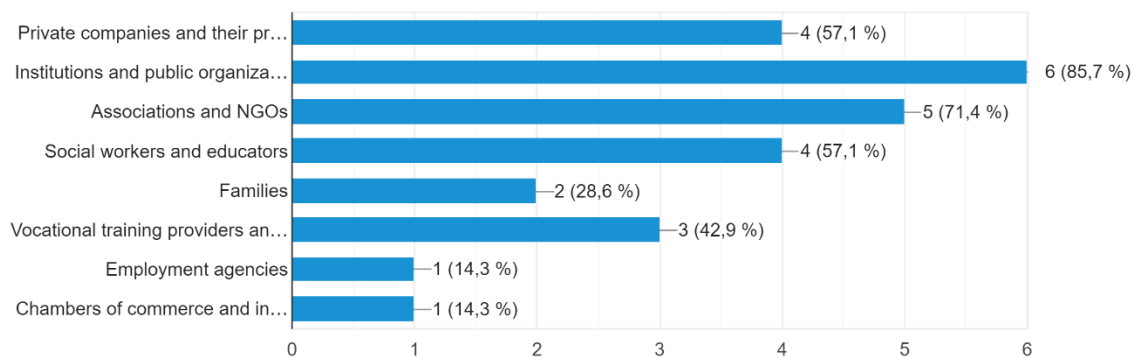
7 respuestas



The most selected target group are institutions and public organizations followed by Associations and NGO's

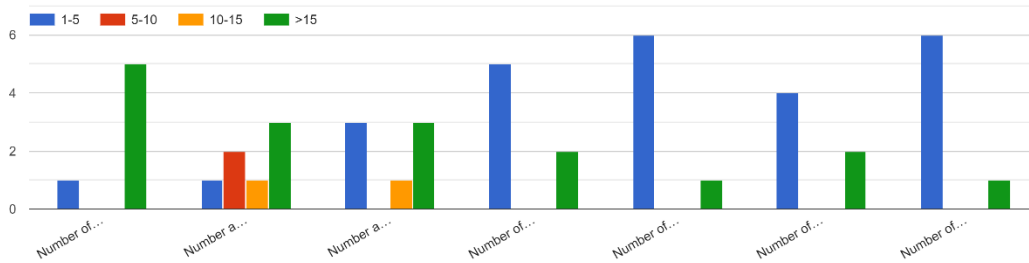
SELECT THE TARGET GROUP FOR YOUR EXPLOITATION ACTIVITIES

7 respuestas



The expected impact in different target group at short-term (during 2024) are:

SHORT-TERM INDICATORS (next year)



Higher

- Administrators/supervisors of inclusive companies and participating managers

Medium impact

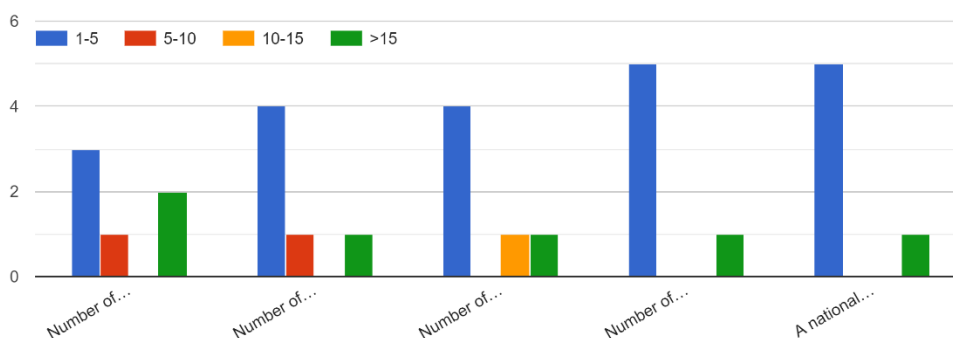
- Participants in the framework of the dissemination of intellectual productions.
- Participants in the framework of the project's global communication operations (conferences, symposiums)
- Professionals from inclusive companies that will create figures to promote transit thanks to the management skills developed within the framework of this project.

Low impact

- Employees with and without disabilities within Inclusion Companies that will incorporate the values of transit to build their professional project.
- Training organizations in the associated countries that will integrate the developed guides.
- Sensitized political decision-makers.

The expected impact in different target group at long-term (after 2024) are:

LONG-TERM after next year



Medium

- Training organizations in other European countries accepted in the approach]
- Employees with disabilities that has successfully increased their skills and have achieved their incorporation into the ordinary company.

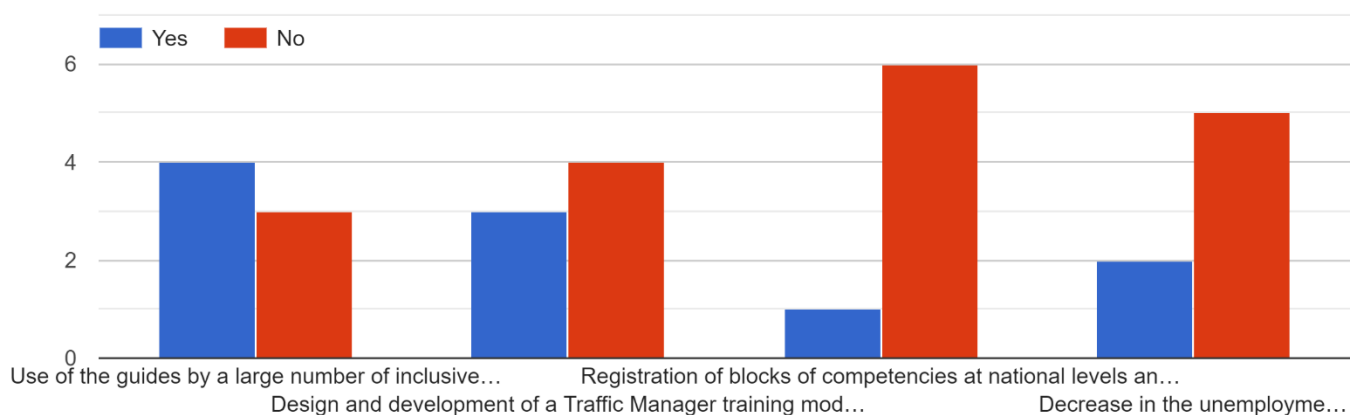
Lower

- Professionals from ordinary companies inspired by the results of the project.
- Updates to training courses inspired by the approach to transition between different figures of protected employment. - Increase in the rate of access to training in relation to the beneficiary countries of the project
- Sensitized political decision-makers]

The organizations believe that with the project they improved their capability to contribute to

- Use of the guides by many inclusive companies in the territory of the countries associated with this project, but also in European and international countries. **57%**
- Design and development of a Traffic Manager training module. **43%**
- Registration of blocks of competencies at national levels and in the European Competencies Framework. **14%**
- Decrease in the unemployment rate of employees with disabilities in the project beneficiary countries. **29 %**

ANSWER IF YOUR ORGANIZATION ARE ABLE OR NOT TO CONTRIBUTE TO



IMPACT IN STAFF MEMBERS, BOARDS, TRAINERS OF THE INVOLVED ORGANIZATIONS