



**ENI
CBCMED**
Cooperating across borders
in the Mediterranean



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**REGIONE AUTÒNOMA
DE SARDIGNA
REGIONE AUTONOMA
DELLA SARDEGNA**

Group 3

Project and communication managers

Rome, October 2019

Overview day 2

Group 1 - Project and communication managers

- Thematic clusters
- Synergies and stakeholder's matrix

Group 2 - Financial managers

- Procurement procedures
- Sub-grants
- Expenditure verification. Intro

Moving forward



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Day 1

Reinforce
management and
monitoring

+

=

Enhance projects and
Programme
communication

Day 2

**Support
mainstreaming
and
capitalisation**



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Support mainstreaming and capitalisation

Key message: Focus on key project outputs, coordination with other projects, extended network of relevant national / local actors which can have an impact on our results and ensure sustainability

Main issues

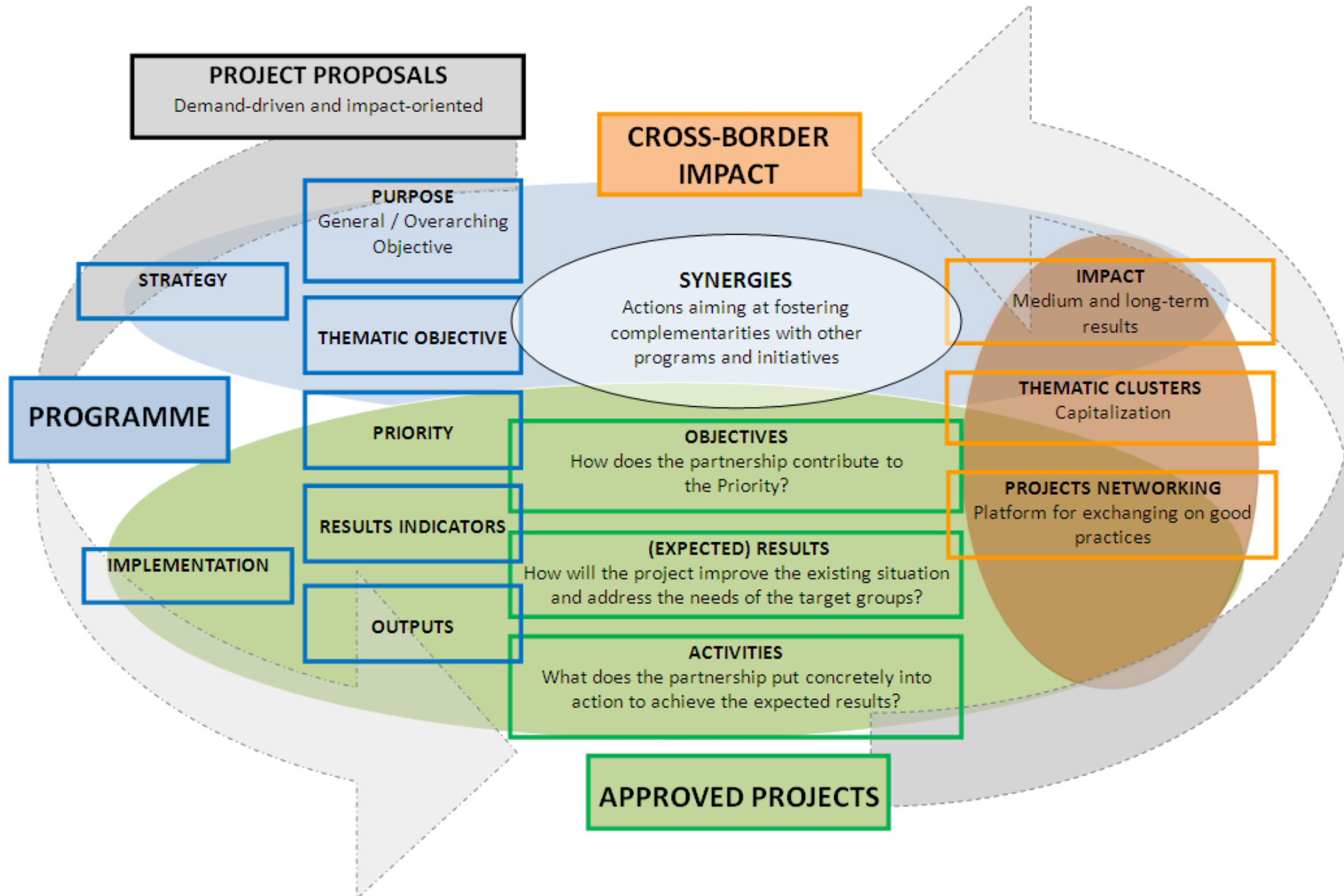
Support additional funding mechanism and ensure sustainability



Closely monitor project performances ensuring stakeholders' commitment



Thematic clusters and synergies





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Intro on outputs definition

TESIM



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ENI CBC MED Project outputs TO 1-2-3

Coaching/Mentoring/
Subgrants
(GIMED, MEDSt@rts,
HELIOS)

Pilot Project
(Acquacycle,
MEDISS, MedArtSal)

Technology
transfer/B2B events
(IPMED, MedArtSal, INNO
MED-UP)

Training, Capacity
building
(MedTOWN,
COMMON, MAIA-TAQA)

Living Lab
(MedEcosur Linvinagro,
BestMedGrape)

Technical
guidelines/Policy
reccomandations
(MedTown, PROSIM)

Management Plan/DSS
(CLIMA, DECOST)

New technology
(BEEP, CEOMED)



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ENI CBC MED Project outputs TO4

Living Lab
(MedEcosur, Menawara)

Policy recommendations
(NAWAMED, PROSIM,
MENAWARA)

Management Plan/DSS
(CLIMA, DEOST,
MED-InA/
MED4EBM, PROSIM)

Technology transfer
(MED-ECOSUR)

Training, Capacity
building
(Acquacycle,
MENAWARA, COMMON,
PROSIM, MED4EBM)

Technical guidelines
(BEEP, CEOMED, DEOST,
BERLIN)

Pilot/TestProject
(Acquacycle, MEDISS,
BERLIN, CLIMA)

Common definitions

Policy briefs/recommendations

Action-oriented tool targeting policy practitioners : seeks to inform the decision maker of policy options that are evidence based, robust and will achieve the desired result in various scenarios.

Identify your target
key actors and their
interest

Make sure your
research supports your
recommendations

Set the scene :
identify the
shortfalls of current
policy

Keep your policy
recommendations
short : 3 max

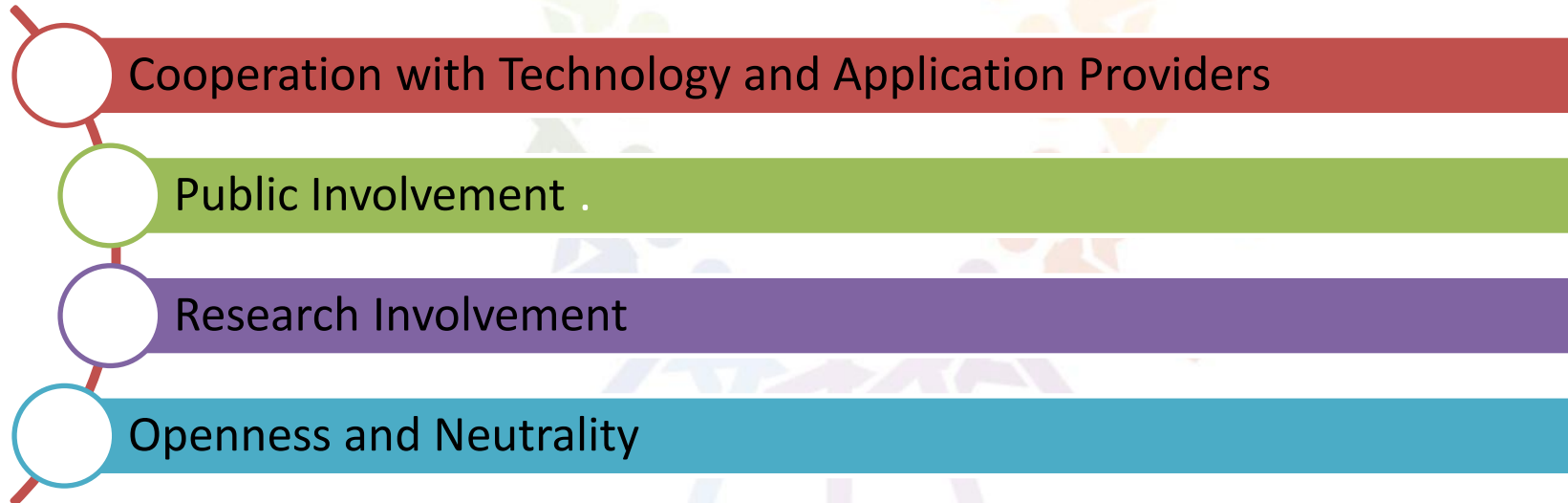
Try to use active
language: engage,
incorporate

Interreg Europe Policy brief <https://bit.ly/2pdGwON>

Common definitions

Living Lab

A PPP concept in which firms, PA and citizens work together to **create, prototype, validate and test** new services, businesses, markets and technologies **in real-life contexts**, such as cities, city regions, rural areas and **collaborative virtual networks** between public and private players.



Cooperation with Technology and Application Providers

Public Involvement .

Research Involvement

Openness and Neutrality

<https://www.ucitylab.eu/index.php/2019/06/19/living-labs-as-instruments-for-open-innovation-and-application-of-rri-policies-the-case-of-the-library-living-lab/>

Common definitions

Technology transfer

Process of transferring (disseminating) technology among universities, from universities to businesses (and vice versa), from large businesses to smaller ones (and vice versa), from governments to businesses (and vice versa), across geopolitical borders

Share skills, knowledge, technologies, methods

Make them accessible and replicable into new products

Set up the needed conditions for transfer

<https://bit.ly/2mSJ1Fq>

<https://creativewear.interreg-med.eu/>

<https://www.interreg-central.eu/Content.Node/TRANS3Net.html>

Common definitions

Decision support system (DSS)

A decision support system (DSS) is an information system that supports business or organizational decision-making activities and based on a combination of raw data, documents, models

Planning tool

- combines different parameters and specific heterogeneous data, to suggest criteria and actions for prevention, emergency situations, splanning

Accessibility

- anyone can be potentially interested in consulting it. Consequently, the users could be citizens, professionals, operators, PA

Possible scenarios

- Setting up indicators and possible future scenarios by using GIS tools

<http://www.shapetourism.eu/main-output/>

<https://www.interreg-central.eu/Content.Node/DSS.html>

Interactive sections

All projects teams (project and communication managers) are divided by **priority** while financial managers will be trained in a parallel session

The MA / BOs staff will provide the project teams with all project outputs first and the stakeholders identified by them then.

They will moderate the sections on synergies and stakeholders

Priorities and subgroups



Thematic objectives and subgroups (DAY 2)

1. Business and SME development

2. Support to education, research,
technological development and
innovation

3. Promotion of social inclusion
and fight against poverty

1.1 Support innovative start-up and
recently established enterprises

2.1 Support technological transfer and
commercialisation of research results

3.1 Provide young people, especially those
belonging to the NEETS and women, with
marketable skills

LAURA

LUCA

JOUMANA

1.2 Strengthen and support networks,
clusters, consortia and value-chains

2.2 Support SMEs in accessing research
and innovation

3.2 Support social and solidarity
economic actors

VINCENT

ESMAT

MARTIN

1.3 Encourage sustainable tourism
initiatives and actions

ALEJANDRO

Thematic objectives and subgroups (DAY 3)

Support innovative and technological solutions to increase water efficiency and encourage use of non-conventional water supply

ESMAT

Reduce municipal waste generation and promote source separated collection and the optimal exploitation of its organic component

JOUMANA

Support cost-effective and innovative energy rehabilitations relevant to building types and climatic zones, with a focus on public buildings

LAURA

Incorporate the Ecosystem-Based management approach to ICZM into local development planning

ALEJANDRO

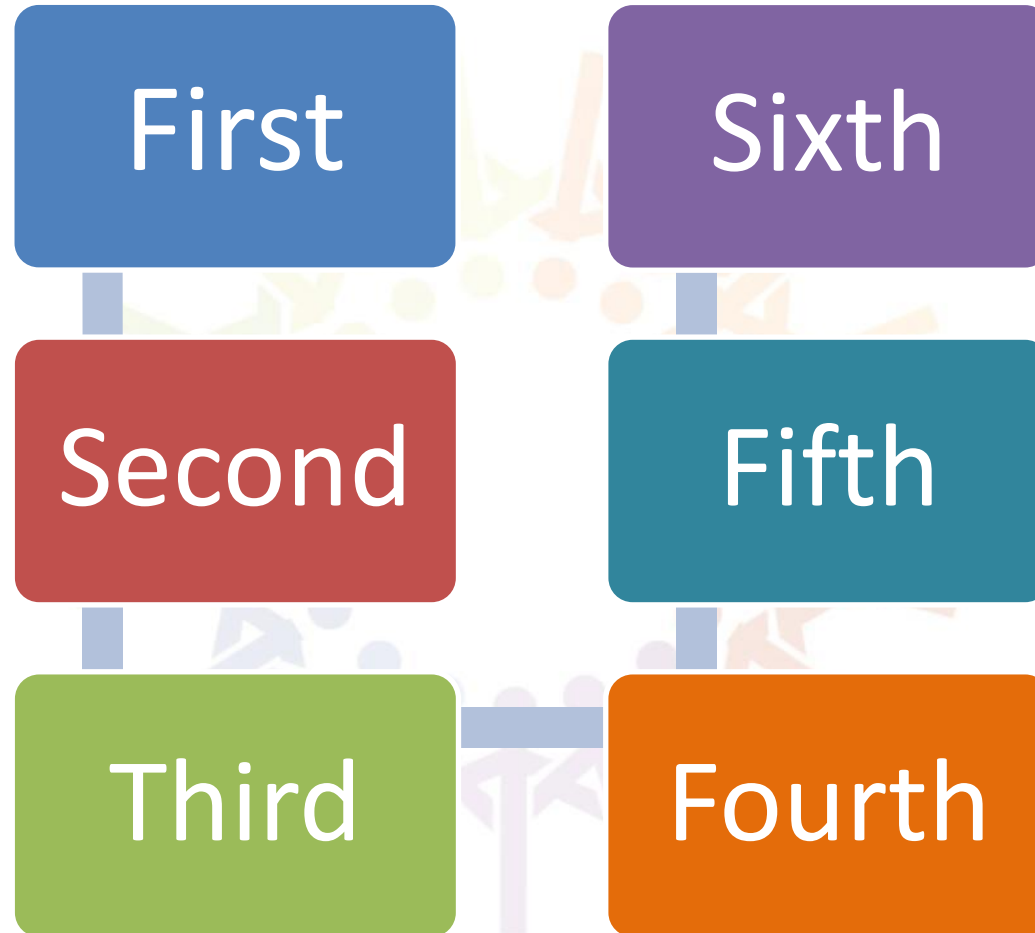
Synergies: objectives

As indicated in the JOP, “the whole ENI CBC MED Programme Strategy relies, among other factors, on the coherence and complementarities with other programmes and initiatives implemented in the Mediterranean Bassin by the EU and other players”.

The Programme shall explore and develop **synergies** in order to:

- Optimize the implementation of the **Programme Strategy**
- Ensure that projects are **focusing on elements not yet funded** or that could be funded more efficiently by other Programmes/Initiatives
- **Avoid any overlapping** in project implementation
- Facilitating the **capitalisation process** ensuring that ENI CBC MED projects results are capitalized outside the Programme framework and vice-versa

Synergies: dashboard by semester of delivery



Synergies: how to proceed

Each project team (project and communication managers) is expected to consider all their expected projects outputs (prepared by the MA and delivered by each moderator at the beginning of the session) and:

1. **Select their most important 5 outputs** (10 minutes)
2. **Present them to their sub-group** (1 hour) and **place them on the dashboard** according to the semester of delivery* and their potential synergy
3. **Discuss the outcomes and look for synergies** (20 minutes)

*If an output is expected to be delivered under more than one semester the first semester of delivery will be considered

Synergies: Step 1

10 minutes.....

All project (technical) outputs are reviewed by the project and communication managers

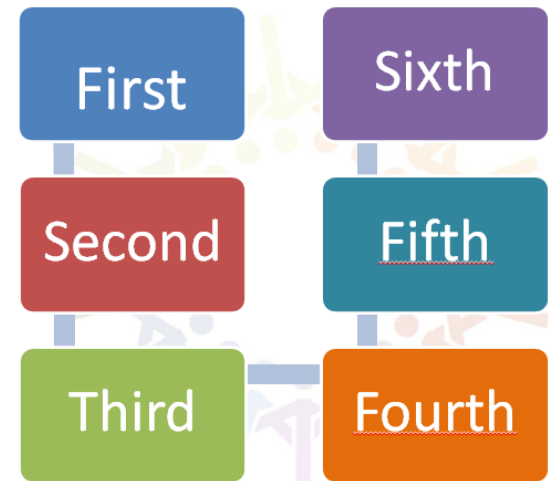


5 key outputs where there are potential synergies to be exploited for higher quality results are selected. The outputs should be selected also based on their potential impact on the expected results and communication indicators

Synergies: Step 2

1 hour.....

The 5 project (technical) outputs are shortly presented by the project and communication manager and placed on the dashboard



1 dashboard per priority (i.e. subgroup)

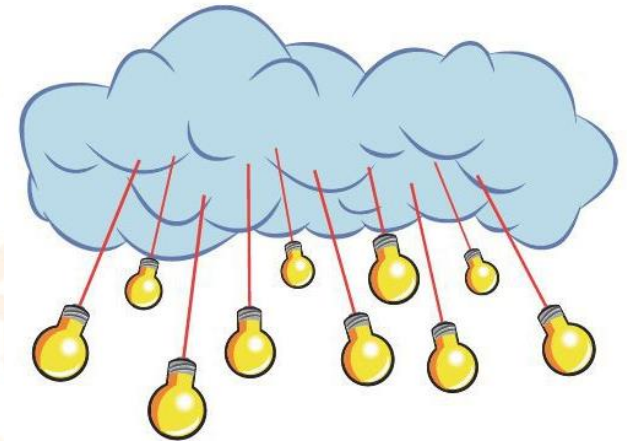
showing all selected project outputs by semesters of delivery

Outputs are placed closer whenever they have similar features (synergies) (i.e. content, target groups, countries involved etc. etc.)

Synergies: Step 3

20 minutes.....

All (technical) outputs are now connected on the dashboard and ready to be further discussed



Ideas and opinions on how to create synergies (and avoid overlapping) are shared among participants



Stakeholders' analysis: objectives

The stakeholders' analysis is:

1. An **early warning system** to understand project environment and potential
2. An **operational tool** for communication, capitalisation and mainstreaming to be shared among projects

Stakeholders' analysis: our dashboard



Stakeholders' analysis: how to proceed

Based on the inputs provided by the projects on max 10 stakeholders with potential “positive” or “negative” the project teams will discuss and:

1. **Select 5/6 key stakeholders (15 minutes)**
2. **Introduce and place them on the dashboard according to their power, influence and interest (1 hour)**
3. **Discuss the outcomes to best share information (20 minutes)**

Stakeholder's matrix: Step 1

15 minutes.....

Internal project brainstorming on identified stakeholders

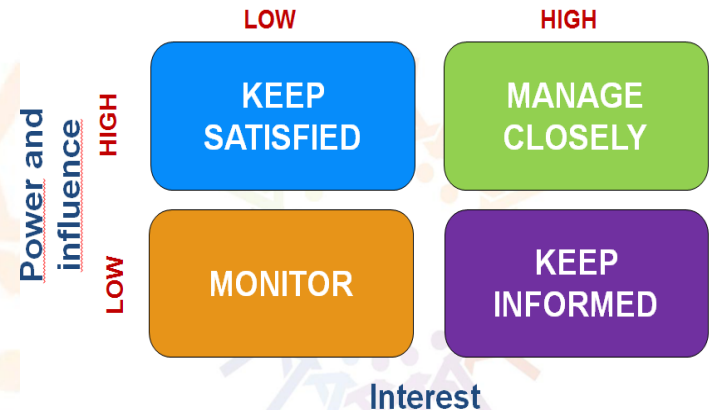
Shortly consider all **stakeholders** identified when submitting your registration form and **select 5/6** of them per project



Stakeholder's matrix: Step 2

1 hour.....

From positive / negative potential to the analysis of power, influence and interest



All projects teams will shortly introduce the **5/6 stakeholders** and place them on the dashboard according to their **POWER, INFLUENCE** and **INTEREST**. Stakeholders should be identified by organisation. Place them closer if they are coming from the same country

Stakeholder's matrix: Step 3

20 minutes.....

Projects brainstorming on the identified stakeholders



Shortly consider all **stakeholders** identified and their relationship with the projects.

Project teams should consider how to best share information on stakeholders' influence, power and interest

THANK YOU FOR YOUR ATTENTION

MERCI

شكراً

