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Exploitation Report

Work Package 7

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1. PURPOSE

The purpose of this document is to serve as an ongoing, concise work plan for setting out the main exploitation aspects of the MAKE IT project, in order to ensure that MAKE IT Project is sustainable.

The objective of this report is focused on two main topics: on one hand, to serve as a guideline based on how each partner shall plan their exploitation strategy and, on the other hand, to describe the main exploitation activities to be carried out during and after the end of the MAKE IT project. So, in it will be clearly outlined the main exploitation activities carried out by each consortium member in the scope of the project, both in terms of materials and publications prepared.

This document will serve as an agenda for future opportunities and possibilities of increasing the reach of the project in the community. Therefore, the document will be available in English and in all partner languages (Hungarian, Norwegian, Portuguese and Spanish). While the appendix section describing the detailed activities and strategies to be undertaken in each country, will be translated in the corresponding language only.

This Sustainability Plan should ensure that MAKE IT is sustainable; and start to create a level playing field in all partner countries as well as other European countries outside the consortium. To achieve these objectives, valorisation and exploitation must be based on the analysis at an early stage of the requirements which a project must meet. It is also essential to ensure the active involvement of potential end-users and target groups during the project's developments. It should also target measures to increase its take-up and improve knowledge about the long-term impacts of the MAKE IT methodology and its use as an instrument to modernize the training and qualification of welding personnel, ensuring skills recognition as well as promoting mobility across borders.

In order to implement the innovative European Welding Practitioner sector-oriented qualification system, based on the LOs approach and to establish a European harmonized scheme for Recognition of Prior Learning (RPL) in the Welding sector, a strong exploitation focus is crucial for the project.

2. PROJECT DESCRIPTION

2.1. Consortium

This partnership covers different European regions: 13 participants from 5 countries (BE, PT, HU, NO and ES). The consortium partners are directly involved in the fields of education and training, mainly addressed to the Manufacturing & Engineering industrial sector, focused in the area of welding and joining technology.

The partner organisations act as a bridge to decrease the gap between job offers and job seekers in the careers related with welding technology, as stated in EU Policies for Erasmus+.

The consortium combines both systemic and special welding oriented knowledge in developing training pathways, applying innovative approaches (pedagogical and technical) in the welding sector. Although some partners have a solid experience in several fields of the general eligibility criteria (they are both sectoral associations or companies with representativeness in the welding sector, VET Providers in the welding sector, and National accreditation bodies for International qualification of welding Personal), the distribution of tasks is done considering the specific added value that each partner can bring into the achievement of the project aims.

The consortium is composed by different organizations, whose field of action will be useful for the successful implementation of the MAKE IT qualification system, and its surveillance after the end of the project:

- **Entities that provide VET: IEFP – MATRAI – HiOA – IPS.**

These organizations have a large experience as training centres providing qualifications for the Manufacturing & Engineering sector. All these partners have national expertise and representativeness in their own training fields; they are one of the biggest VET providers in their country/region, bringing also to this project the linkage with their network of enterprises.

- **Private entities that have sector specific expertise and are representative for/in the welding sector: ISQ – MHtE – NTIM – CESOL.**

ISQ, MHtE and CESOL, being the welding institutes in their countries, have an important role in the consortium, due to their recognized expertise in Training and Education Methodologies, as well as in the development of training tools.

NTIM also brings the expertise associated with the well-known Skillsbank

platform. All of these organizations have expertise in the welding sector and play a relevant role in each of their countries, addressing the identified needs that led to the MAKE IT project.

- **Entities that have a regulatory function for education and training systems: ANQEP – HKIK – TI – DGF-Madrid.**

All these partners have to regulate and control the application of MAKE IT in their countries, according to their regulatory function.

- **Umbrella Organization: EWF**

EWF is a private umbrella organization, with specific expertise and representativeness of the welding and joining sector at European level. Moreover, it has the regulatory role of the EWF System. The EWF Training and Qualification System has been improved and is currently implemented in 31 European member countries through 28 Authorized Nominated Bodies (ANB) and a network of more than 600 Approved Training Bodies (ATB). The EWF members, ANBs and ATBs, are closely related with the national and European manufacturing industry, which gives a continuous feedback of the quality of EWF system's implementation and of the necessary updates/revisions as well.

2.2 Project Objectives

The main objective of MAKE IT is to use an EU harmonized qualification system, the EWF Qualification system, and to adapt it to new marked needs. This will be done not only by re-designing the current system to fit the industry requirements, in terms of qualified personnel, but also by re-designing training curricula, by introducing modern training and evaluation tools for an intermediate level of qualification: the “European Welding Practitioner”.

Moreover, a recognition and validation of competences model for this qualification will be used, as well as it is applied the EQF and ECVET methodologies to this curriculum, aiming to:

- modernise VET by adapting it to skills needs and integrating work based learning, exploiting its potential;
- drive economic development and innovation, notably at local and regional levels, increasing the competitiveness of the sectors concerned;

- strengthen the exchange of knowledge and practice between vocational education and training institutions and the labour market, integrating work-based learning;
- facilitate labour mobility, mutual trust and increased recognition of qualifications at European level within the sectors concerned.

It is important to remark that the aims of project are in line with the priorities identified for the Sector Skills Alliance.

Some of the partners – ISQ, HiOA and ANQEP - have extensive expertise in the development of RPL - Recognition of Prior Learning Models and National standards based on Learning Outcomes (LOs), including the design of qualification profiles, design of units of LOs and definition of learning outcomes in terms of knowledge, skills and competences (KSC). This know-how, accumulated over the last years, is now being applied to the EWF Welding Practitioner (EWP) qualification standard.

It is also important to remark that MAKE IT project covers the following important topics:

- New innovative curricula/educational methods/development of training courses;
- Recognition (non-formal and informal learning/credits);
- Recognition, transparency, certification;

3. RATIONALE FOR, AND OBJECTIVES OF, VALORISATION & EXPLOITATION.

The main idea behind the exploitation of the MAKE IT project is related to the development, implementation and maintenance of a European Welding sector-oriented qualification system. This will facilitate recognition and certification of the respective LOs, mobility and career progression and integration of innovative approaches to teaching and learning.

In line with the project objectives, and in order to implement the new qualification system, the partnership sought to create a piloting process, as defined in WP5 of the Detailed Project Description, which allowed the partners to test at national level the defined LOs standard training and the RPL tools.

Moreover, through foreseen dissemination (Detailed Project Description - WP 6) and exploitation activities, the partnership intends to raise awareness on the development of the system to companies that use welders and require them to be properly certified for their activity.

4. STRATEGY FOR IDENTIFICATION OF EXPLOITATION POTENTIAL AND TARGET AUDIENCES.

The first step in the definition of the Exploitation plan was to identify the exploitation potential of the consortium and target audiences. In order to reach this definition, and to assess its impact, a survey was developed and fulfilled by a representative of each country involved in the project. As a result of this study (the fulfilled questionnaire are shown in Annex A), it can be concluded that the potential stakeholders that can benefit from the outcomes of the MAKE IT are:

- Trainers and trainees, welding personnel
- Welding institutes
- National Authorities for Qualification and Certification Bodies
- VET providers
- Industrial metal structure companies employing Welding Personnel

5. STRATEGY IMPLEMENTATION – ACTIVITIES UNDERTAKEN

Overall valorization and exploitation activities are the shared responsibility of the participating institutions. In this sense, there are planned activities that all of the partners are undertaking, in order to ensure a degree of visibility and continuation to the project in their own countries. For this planning, a template was defined in which, periodically, each partner would indicate the activities planned or carried out in the frame of the exploitation of the project results.

MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:		TYPE OF ORGANISATION:	Click to select your option	COUNTRY:	Click to select your option

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

The exploitation activities carried out in each country are shown in Annex B.

It is important to remark that, in the frame of the project, there is a specific Dissemination Work Package, WP 6, in which all partners are involved. The activities carried out under the WP6 act as a reinforcement promoting the visibility and continuation of the project. In the frame of this WP 6, a project webpage has been developed, which will ensure the sustainability of the project via results available in it and free use by others.

Other important activities included in the Exploitation strategy is the creation and ongoing national mainstreaming committee, as well as the development of a Final European Conference to embed results into training practices.

6. MAINSTREAMING STEERING COMMITTEE

As previously stated, one of the most important activities to assure the sustainability of the MAKE IT project is the creation of national mainstreaming committees. These committees should be composed by:

- VET teachers/trainers
- VET providers
- Experts (in training, welding, qualification systems, etc)
- Stakeholders (person, companies, etc.)

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- Policymakers and decision-makers.

Each partner country has developed a national database with the different companies/organizations/people who will take part in the mainstreaming committee (Annex C). Obviously, all project partners will be involved in their national committee, being one of them the chairman of the committee. Each National Committee Chairman will be agreed for all components of all the committee members being recommendable that this leadership role is assumed, if its possible, by the consortium partner who is the EWF member (CESOL, ISQ, MHE). It is important to highlight that the committee chief shall have some type of the evidence of the acceptance by the committee member about its involvement in this activity (this evidence could be, for example, an email).

Once a year, the committee chief will contact with EWF and the consortium partners that have a regulatory function for education and training systems in order to analyse the current situation and to evaluate if it's necessary to modify any aspect of the MAKE IT system in order to adapt it to the possible changes happened (updating of EWF guidelines, national qualification systems, etc.). If any significant change has occurred, the Committee Chief will convoke all the committee members for a national meeting, in order to establish the actions to be taken for the implementation of this changes in the MAKE IT system.

EWF, as umbrella organisation, has ensured that the developed sustainability strategy is suitable not only for the partner countries, but also to an European target. Therefore, EWF has assisted the development of a mainstreaming committee at European level, which is composed by a network of experts, VET providers, policy makers, decision makers, industry and other stakeholders outside of the consortium.

7. FINAL CONFERENCE

The final conference was hosted by EWF on the 31st October 2018 in Porto-Salvo, Portugal, and focused on the exploitation MAKE IT achieved results, in particular the EWP LOs Standards (Result 2.1), the Pedagogical Kit for trainers (Result 2.2) and the RPL Scheme and tools for the Welding Sector (Result 4.1). All project partners attended the event and played an active role during the plenary session and t dedicated workshops. The event gathered around 50 participants, from Portugal and abroad, which represent the project target groups: Authorised Training Body (ATB's), (Authorised Nominated Body (ANB's), VET teachers/trainers/guidance professionals, experts in education and welding, national and European stakeholders and policy makers.

For more details, please see the Final Conference Report- Result 7.4)

8. IMPLEMENTATION OF THE EUROPEAN WELDING PRACTITIONER IN THE NATIONAL QUALIFICATION FRAMEWORK.

An important aspect, in order to assure the sustainability of the project, is to adapt the European Welding Practitioner to each National Qualification Frameworks of the different countries of the consortium. In the following sub-clauses are described the situation /requirements regarding this objective:

8.1 Case of Portugal

In Portugal, two training standards from the EWF Training and Qualification System are referenced in the National Catalogue of Qualifications (CNQ) <http://www.catalogo.anqep.gov.pt/>, namely:

1. Training Standard of level 2 EQF/NQF for the European Welder (EW)
2. Training Standard of level 4 EQF/NQF for the European Welding Practitioner (EWP)

Qualifications are structured in such a way to combine national training requirements and technical requirements aligned with IIW/ EWF guidelines. Thus, the integration of the above mentioned EWF qualifications in the Portuguese VET System enables the issuing of three different diplomas: the National education level and occupation diploma, the European and International Welder or European/International Welding Practitioner diplomas.

In Portugal, the National Qualifications Agency (ANQEP) has established Sectorial Councils for Qualification (CSQ - <http://www.catalogo.anqep.gov.pt/Home/CSQ>) which are working groups aiming at permanently identifying the needs of updating the National Qualifications Catalogue according to each sector trends.

Sectorial Councils for Qualifications are composed by Social Partners, Companies, Training institutions, Technology centres, Competent authorities (responsible for (1)

regulating access to professions; (2) with responsibility for specific certifications; (3) with responsibility for the regulation of sectors of economic activity) and Independent experts.

In this context, a strategic cooperation between EWF, the Portuguese Welding Institute (ISQ), National VET Providers (IEFP) and the National Qualification Authority (ANQEP) has allowed the uptake of the EWP Qualification at national level.

The process leading to the successful referencing to the NQF is detailed in the next steps:

1 – Establishment of trust between the involved stakeholders, meaning:

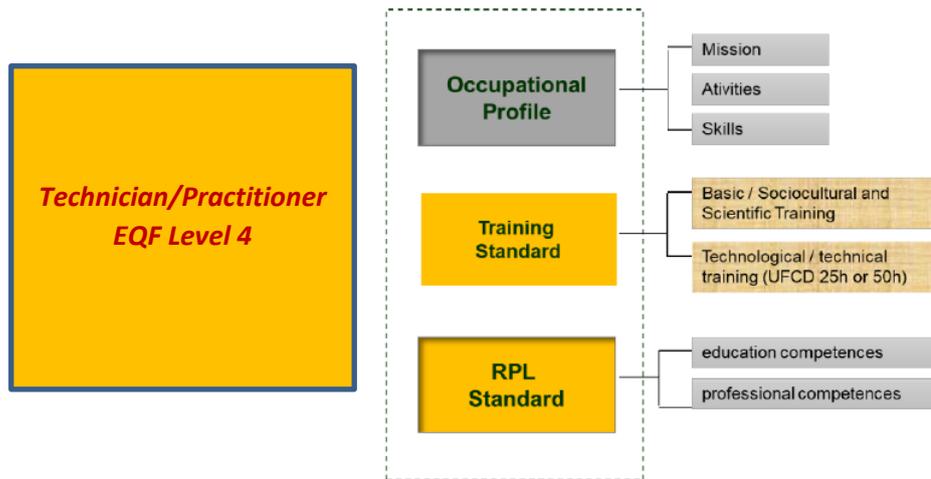
- Share common goals (market/business and end-users' orientation)
- Awareness about the EWP qualifications
- Understand the role of each organisation

2 - Compliance with Quality Assurance procedures, meaning:

- Common understanding about EWF Quality Assurance System
- The ATB must follow specific requirements
- The ANB guarantees the compliance with EWF rules

3- Integration of EWPqualification in the NQF, meaning:

- Create harmonized national qualification standards
- Comply with national requirements and criteria
- Design European Welding Practitioner (EWP) qualification according to the CNQ



EWP in Portuguese National Qualifications Catalogue

5- Trainees’ qualification and certification, meaning:

- Implement the EWP qualification examinations and also examinations for certification

8.2 Case of Hungary.

In Hungary, there is a specific Government Decree, in which it is indicated that the results of the MAKE IT project implementation is recognised in the NQF as a level 4.

8.3 Case of Spain.

In Spain the process to include a new qualification is a complex and a long time taking one, with many political and social implications, and beside this the EWF qualification doesn’t fit the size and scope of the Spanish NQF. The way that the Training System has followed to integrate the sectorial certifications, something quite usual in the TIC and Aeronautical sectors has been to integrate them in the National Catalogue of Training Specialities, so they can be delivered nationwide by public and private training providers with public funds. This is the way that the Spain Make it partners will propose at the end of the project.

8.4 Case of Norway.

Implementing the EWP qualification(s) in Norway will be a political challenge, because there is the Journeyman's certificate in welding at EQF level 4, which has a strong position both for the employees (unions), the employers (trade organisations) and the government with a national curriculum of 5348 hours of education and workplace based training, to become a skilled Welder in Norway.

Norway is in process with a content reform for upper secondary education, where all the journeyman's certificate curriculums are to be re modelled and modernized by the fall of 2020. The Norwegian partners think the timing is good to inform the government and the national advice board for technical and industrial education, about the new EWP curriculum and its harmonization with EQF level 4.

9. CONCLUSION.

The consortium has demonstrated to have two key topics that assure the sustainability of the MAKE IT program after the end of the project:

- To have a huge network through which to get to all potential stakeholders who can benefit of the project results.
- To have the capacity to update and to introduce the MAKE IT results in the different National Training Systems.

ANNEX A

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	CESOL	Type of organisation:	Sectorial Organization	Country:	Spain

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
VET provider	Conference, Newsletter's Website, email (database), magazine articles	+500	2015-2019
Qualification and certification bodies			
Welders			
Companies employing Welding Personnel			
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Translation of contents/results in partner language	-	-	2016-2018
Regular Dissemination of results	-	-	
To approach the EWP profile to the stakeholders and to show its importance in European market	-	-	
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Open and free Access to Project results	Project website	-	2018-...
Presentation of Articles about EWP	National and European Events	-	
To present the results in national conferences	National and European Events	-	

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	MHtE/MATRAI	Type of organisation:	Sectorial Organization	Country:	Hungary

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
Manufacturers	meeting	170 persons	1 year
Chamber	telephone, skype	20 persons	1 year
Educational Office	Welding Journal	10 person	1 year
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Such kind of presentations will be organized, which present the special features of the project (international and Hungarian qualifications and certificates, and microlearning systems)	face to face presentation	60 persons	18 months
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
MHtE, the authorized body for delivering diploma, and MATRAI, the authorized EWP training company, organise annually an ATB meeting where the results of this project are on the activity lists of both entities after finishing MAKE IT project. The welding magazine is printout and issued four times a year targeting welding, steel manufacturing and maintenance companies.	EWP guideline Welding Journal	20 persons targeted yearly through the meetings 1100 persons targeted with welding journal	from 2018 on

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	HiOA	Type of organisation:	VET provider	Country:	Norway

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
Welders, Industrial suppliers, industrial partners, VET- teachers, VET-students, educational authorities. Unions for employers and employers	Industry Fair	100+	Sept. 2017
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Documenting the similarity between the IWP and the Norwegian trade certificate in welding	Conference paper	30+	2018
Documenting the similarity between the IWP and the Norwegian trade certificate in welding	Article	100+	2018
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Welding conference	conference	50+	2019
Development of two meetings with the MSC in 2019, to discuss the need for updated to the MAKE IT results	Meeting	10+	2019

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	IEFP, I.P.	Type of organisation:	VET provider	Country:	Portugal

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
Welders, industrial partners, VET- teachers, VET-students, educational authorities. Unions for employers and employers	Articles published in IEFP website	1000+	2015-2018
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Dissemination of the third Make IT newsletter in IEFP websites	Article	1000+	2015-2018
Dissemination of the pilots results in IEFP websites	Article	1000+	2015-2018
To keep the Técnico de Soldadura Qualification technical curriculum updated in line with the Portuguese National Catalogue	Guideline		
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Dissemination of the Project final conclusions in IEFP websites	Article	1000+	2018/2019

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	ANQEP, I.P	Type of organisation:	Regulatory body	Country:	Portugal

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
Metallurgy and metal-mechanics Sector Council for Qualification (vet providers, schools, companies, social partners)	Meeting, e-mail	1-50	2018- 2019
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Dissemination of the Projects Results in the ANQEP's website	Website; social media	+1000	2019-2020
To keep the Técnico de Soldadura Qualification technical curriculum updated in line with the Portuguese National Catalogue	Guideline	+1000	
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Dissemination of the Project final conclusions in the ANQEP Newsletter	Article	+1000	2018/2019

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	ISQ	Type of organisation:	Sectorial organisation / ANB	Country:	Portugal

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
Welders, industrial partners, trainers, trainees, industrial associations, ATBs	Events, meetings, trainings – oral presentations	100+	2019 onwards
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Dissemination of MAKE IT materials in Portuguese language	Events, meetings, trainings – oral presentations, project website	100+	2019 onwards
Dissemination of the third Make IT newsletter in ISQ Facebook page	Post	1000+	2018
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Presentation of the MAKE IT products and methodologies to ATBs and other running projects that deal with qualifications design	Meetings, events	100+	2019 onwards

MAKE IT: DEFINITION OF THE TARGET GROUPS					
Partner:	EWF	Type of organisation:	Click to select your option	Country:	Click to select your option

What multipliers and stakeholders do you think that can be involved in the valorisation and exploitation process?	Media/Methods to be used	Expected N° of audience	Period of activity
EWF members - National Welding Institutes	Conference, Newsletter's	30	2015-2020
VET Providers (EWF Authorised Training Bodies and other VET)	Conference	+650	2015-2020
National Qualification Agencies	Meetings, Social media, Project website	10	2015-2020
Trainers and trainees, welding personnel (end-users)	Conference, Pilot , Newsletter, training activities	+200	2017-2018
European Institutions/decision maker (E.g. EC, EACEA, Cedefop, DG Employment, EQF Advisory Group, ESCO)	Meetings, Conference, ESCO portal	5	2015-2020
European Association from other sectors	Meetings, website	3	2015-2020
Companies employing Welding Personnel	Website, email (database)	+500	2015-2020
What can be done to make attractive the implementation?	Media/Methods to be used	Expected N° of audience	Period of activity
Translation of contents/results in partner language	.	.	2016-2018
Regular Dissemination of results	-	-	2016-2018
Informative /attractive videos about EWP qualification and overall project results			2018-....
Development of capacity Building seminars or workshops with the EWF members and trainers (teachers/ guidance professionals)	Capacity Building	+30	2018-....
What concrete activities do you plan to implement to make the results of MAKE IT used in the future after the Project ends?	Media/Methods to be used	Expected N° of audience	Period of activity
Open and free Access to Project results	Project website	-	2018-2023
Increase the number of VET provider in EWP in each country	Cooperation meetings between the interested parts	-	2017-2023
Presentation of Articles about EWP	National and European Events	-	2018-2023

ANNEX B

MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	CESOL	TYPE OF ORGANISATION:	Sectorial Organization	COUNTRY:	Spain

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED/EXPECTED***
Article	Article in "Soldadura y tecnologías de unión", Nº 147,	December 2016	SPAIN	N	General Public	101-500
Webpage	Dedicated webpage on CESOL's website	March 2017	---	All	General Public	501-1000
Webpage	Dissemination through the system of advertisement of CESOL	March 2017	---	All	CESOL Members	501-1000
Social networks	Dissemination through the Social networks of CESOL	March 2017	---	All	CESOL Members	501-1000
Project Presentation	Midterm conference	Jun 2017	SPAIN	R	General Public	1-50
Article	Article in "Soldadura y tecnologías de unión"	Sept 2017	SPAIN	All	General Public	101-500
Project Website	Open access to project results	2018-2023	---	O	General Public	501-1000
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

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MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	EFW	TYPE OF ORGANISATION:	Click to select your option	COUNTRY:	Click to select your option

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
Project Presentation	EFW Annual General Assembly	November 2015 - 018	Portugal	EU	EFW members	1-50
Project Presentation	European Skills week workshop "Sectoral Approaches for skills development"	December 2016	Belgium	EU	EACEA, Sectoral Organisations across Europe representing labour market, Trade Union, Vet Providers, Schools, Universities, and National Authorities	51-100
Project Presentation	EFW workshop "Aligning International Qualifications with EU policies on Tools"	January 2017	Portugal	EU		1-50
Project Presentation	Romanian National Welding Conference	April 2017	Romania	N	Companies; Industry; Universities	51-100
Article	Welding and Cutting Magazine			EU	Welding Professionals	More than 1000
Articles	Social media (Facebook, EWF website, linked in)	2016-2018	-	EU	General Public	More than 1000
Articles	Newsletter	2016-2018	-	EU	General Public	501-1000
Project presentation	European Conference on International Sectoral Qualifications	November 2017	Portugal	EU	VET Providers HE institutions EFW members European Institutions (EACEA, DG EMP, ESCO) National Qualification Agencies Companies Researchers	51-100
Project presentation	Project Final Conference	November 2018	Portugal	EU	VET Providers EFW members European Institutions National Qualification Agencies	51-100

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					Companies Researchers	
Project Website	Open access to project results	2018-2023	-	EU	General Public	More than 1000
Video	EWP qualification, including testimony of pilot participants available in the website	2018-2023	-	EU	General Public	More than 1000
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	MHTE, MATRAI	TYPE OF ORGANISATION:	Sectorial Organization	COUNTRY:	Hungary

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
meeting	presentation	May 2018	Budapest	N	welding coordinators European Steel Construction Companies	51-100
publication	professional articles in Welding Journal	Jul 2018	Budapest	N	experts, professional welding organizations	More than 1000
conference	presentation	Sep 2018	Hajdúszoboszló	N	experts, professional welding organizations	101-500
conversation	roundtable	Nov 2018	Eger	R	project partners	1-50
meeting	presentation	2019-2021	changing locations	R	managers, decision-makers	30-60
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

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MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	HIOA	TYPE OF ORGANISATION:	VET provider	COUNTRY:	Norway

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
Conference	Mid term conference	April 28, 2017	Kjeller, Norway	N + O	VET- teachers, industrial partners, VET-students, educational authorities, researchers	51-100
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	IEFP, I.P.	TYPE OF ORGANISATION:	VET provider	COUNTRY:	Portugal

ACTIVITY	SHORT DESCRIPTION	DATE(S) DURATION	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
Conference	Mid term conference	May 18, 2017	Lisbon, Portugal	L + N	VET- teachers, industrial partners, VET-students, educational authorities, researchers, Vet Providers; Trainers	98
Conference	Mid term conference	May 30, 2017	Porto, Portugal	L+N	VET- teachers, industrial partners, VET-students, educational authorities, researchers, Vet Providers; Trainers	61
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

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MAKE IT: EXPLOITATION & VALORIZATION PLAN					
PARTNER:	ANQEP	TYPE OF ORGANISATION:	Regulatory Body	COUNTRY:	Portugal

ACTIVITY	SHORT DESCRIPTION	DATE(S)	PLACE	LEVEL*	TARGET GROUP**	NUMBER OR PEOPLE REACHED***
		DURATION				
Roundtable	Meeting with the Metallurgy and metal-mechanics Sector Council of Qualifications	April 7, 2016	Lisbon, Portugal	N	Vet Providers; social partners; companies; schools	1-50
Conference	Mid term conference	May 18, 2017	Lisbon, Portugal	L + N	VET- teachers, industrial partners, VET-students, educational authorities, researchers, Vet Providers; Trainers	51-100
Conference	Mid term conference	May 30, 2017	Porto, Portugal	L+N	VET- teachers, industrial partners, VET-students, educational authorities, researchers, Vet Providers; Trainers	51-100
Conference	Project Final Conference	November 2018	Porto Salvo, Portugal	L+R+EU+O	VET Providers EWF members European Institutions Companies Researcher	51-100
* L = Local; R = Regional; N = National; E = EU; O = Outside EU						
** To define						
*** 1-50; 51-100; 101-500; 501-1000; More than 1000						

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ANNEX C - NATIONAL MAINSTREAMING COMMITTEE

Organization	Address	Website	Country	Type of organization		Industrial sector	Influence area
Magyar Hegesztéstechnikai és Anyagvizsgáló Egyesülés	Budapest 1148 Fogarasi út 10-14		Hungary	Private	Professional associations	metal and plastic manufacturing	National
Mátrai Szakképzési Kft	Visonta Erúmú út 11		Hungary	Private	Adult education provider	metal and plastic manufacturing	National
Heves Megyei Kamara	Eger		Hungary	Public	Chambers of industry	all industrial sector	National
Mátrai Erúmú karbant. Ig	VISONTA Erúmú út 1		Hungary	Private	SME	power plant	Regional
Gyegép kft	Eger		Hungary	Private	SME	metalsector manufacturing	National
External expert	1037 Bp., Folyondár köz 10.		Hungary	Private	Association of professors and researchers	all industrial sector	National
IEFP			Portugal	Public			
ISQ			Portugal	Private			
ANQEP			Portugal	Public			
CESOL			Spain	Private			
DGF Madrid			Spain	Public			
IPS	Ronda D Bosco 3 28044 Madrid	http://www.salesianoscarabanchel.com	Spain	Private	Institutions or organisations providing learning opportunities within the context of the Lifelong Learning Programme, or within the limits of its sub-programmes		National
Juan Jose Diaz Lopez	Lugar de Frades-Costa 19		Spain			Training	Local
CENTRO DE FORMACIÓN VICENTE JAVIER RODRIGUEZ	Torremocha del Jarama	http://www.formamosoldadores.es/default.asp	Spain	Private	Adult education provider	Training	Regional
CONDEEDNOC, S.A	Pol. Industrial nº 1 . Calle F, 8 . 28938 Móstoles (Madrid)	http://www.condeednoc.es/	Spain	Private	SME	metalsector manufacturing	Regional
KIWA TI Norge	Pb. 141 Økern, NO-0509 OSLO	http://www.kiwa.no	Norway	Private	Enterprise large (> 500 employees)	n.a	European
NTI-MMM	Ryensvingen 2-4, NO-0680 OSLO	n.a	Norway	Private	Professional associations	n.a	National
Oslo Metropolitan University	P.O. Box 4 St. Olavs plass, NO-0130 OSLO	http://www.oslomet.no	Norway	Public	Adult education provider	Public university	National
NHO	P.O. Box 5250 Majorstuen, NO-0303 OSLO	http://www.nho.no	Norway	Private	Chambers of industry	n.a	National
Fellesforbundet	P.O. BOX 9199 Grønland, NO-0134 OSLO	http://www.fellesforbundet.no	Norway	Private	Organisation partly dedicated to youth	Trade union	National
The Norwegian Directorate for Education and Training	P.O. Box. 9359 Grønland, NO-0135 OSLO	http://www.udir.no	Norway	Public	Public authority	n.a	National
Rainpower Norge AS	Instituttveien 8, NO-2007 KJELLER	http://www.rainpower.no	Norway	Private	Enterprise large (> 500 employees)	Welding	National
OKMF	Skjærveien 8, NO-1466 STROMMEN	http://www.okmf.no	Norway	Private	Organisation exclusively dedicated to youth	n.a	Local
NORWEGIAN WELDING ASSOCIATION	Box 5250- Majorstuen N-0303 Oslo	http://www.sveis.no	Norway	Private	Professional associations	Welding	National

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ANNEX D - EUROPEAN MAINSTREAMING COMMITTEE

Organization	Address	Website	Country	Type of organization	Industrial sector	Influence area	
SCHWEISSTECHNISCHE ZENTRALANSTALT	Arsenal, Objekt 207(br)A-1030 VIENNA	http://www.sza.at	Austria	Private	Professional associations	Welding	National
Association Belge du Soudage asbl – Belgische Vereniging voor Lastechniek vzw	Avenue A. Van Oss 1-4 Bruxelles B-1120	http://www.bvl-abs.be/fr	Belgium	Private	Professional associations	Welding	National
BULGARIAN WELDING SOCIETY	Bulgarian Center for Qualification in Welding- Technical University of Sofia - Kliment Ohridsky 8 – Block 12(br)1000 SOFIA		Bulgaria	Private	Professional associations	Welding	National
HRVATSKO DRUSTVO ZA TEHNIKU ZAVARIVANJA	Ivana Lucica 1(br)HR-41000 ZAGREB	http://www.hdtz.fsb.hr	Croatia	Private	Professional associations	Welding	National
CZECH WELDING SOCIETY ANB	Velfikova 4(br)16075 PRAHA	http://www.cws-anb.cz	Czech Republic	Private	Professional associations	Welding	National
FORCE Technology	Park Allé 345DK - 2605 BRONDBY, DENMARK	http://www.force-cert.dk	Denmark	Private	Professional associations	Welding	National
SUOMEN HITSAUSTEKNILLINEN YHDISTYS R.Y.	Makelankatu 36 A 2(br)SF-00510 HELSINKI	http://www.shy-hitsaus.net	Finland	Private	Professional associations	Welding	National
Institut de Soudure	ZI PARIS NORD II - BP 50362 F-95942 ROISSY CDG Cedex	http://www.isgroupe.com	France	Private	Professional associations	Welding	National
DVS PersZert	Aachner Strasse 172(br) D-40223 DUSSELDORF	http://www.dvs-ev.de	Germany	Private	Professional associations	Welding	National
Welding Greek Institute	44, Panepistimiou Str. 10679 ATHENS	www.wgi.gr	Greece	Private	Professional associations	Welding	National
IRANIAN WELDING RESEARCH AND ENGINEERING CENTER	No. 1, Kavousi far Ave., North Sohevardi Street., Tehran, Iran	http://www.iwrec.co.ir	Iran	Private	Professional associations	Welding	National
ISTITUTO ITALIANO DELLA SALDATURA	Lungo Bisagno Istria 15 I-16141 Genova	http://www.iis.it	Italy		Professional associations	Welding	National
Kazakhstan Welding Association - Kazweld	Imanbaeva st., 7B, Astana, 010000 010000 Astana	http://kazweld.kz/en	Kazakhstan	Private	Professional associations	Welding	National
Commission Nationale de la Soudure	22, rue Henri Koch, Boîte postale 371, L - 4004, Esch-sur-Alzette	under construction	Luxembourg	Private	Professional associations	Welding	National
NEDERLANDS INSTITUUT VOOR LASTECHNIEK	Boerhaavelaan 40 NL - 2713 HX ZOETERMEER	http://www.nil.nl	Netherlands	Private	Professional associations	Welding	National
NORWEGIAN WELDING ASSOCIATION	Box 5250- Majorstuen N-0303 Oslo	http://www.sveis.no	Norway	Private	Professional associations	Welding	National
Instytut Spawalnictwa	ul Bi Czesława 16/18 PL-44-101 GLIWICE	http://www.is.gliwice.pl	Poland	Private	Professional associations	Welding	National
ASR - Asociatia de Sudura din România	Romanian Welding Society Bv. Mihai Viteazul nr. 30 R - 300222 TIMISOARA	http://www.asr.ro	Romania	Private	Professional associations	Welding	National
Research-training center "Testing and diagnostics"	Volgogradskiy prospect 183/2 109507 Moscow, Russi	http://www.rus-ntso.ru/	Russia	Private	Professional associations	Welding	National
Serbian Welding Society - Društvo za unapređivanje zavarivanja u Srbiji - DUZS	Grica Milenka 67, 11000 Belgrade, Serbia	www.duzs.org.rs	Serbia	Private	Professional associations	Welding	National
Výskumný ústav zvaracský	Racianska 1523/71, 831 02 Bratislava	http://www.vuz.sk	Slovakia	Private	Professional associations	Welding	National
SLOVENSKO DRUSTVO ZA VARILNO TEHNIKO	Ptujska 19, 1000 Ljubljana - SLOVENIA	http://www.drustvo-sdvt.si	Slovenia	Private	Professional associations	Welding	National
SVETSKOMMISSIONEN	Swedish Welding Commission - Box 5073(br) S-10242 STOCKHOLM	http://www.svets.se	Sweden	Private	Professional associations	Welding	National

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Organization	Address	Website	Country	Type of organization	Industrial sector	Influence area	
Schweizerischer Verein für Schweißtechnik	St Alban-Rheinweg 222(br)CH-4052 BASEL	http://www.svsxass.ch	Switzerland	Private	Professional associations	Welding	National
GEV-Gedik Education and Social Benefits Foundation	Ankara Cad. No:306 C Blok, Seyhli-Pendik 34913-ISTANBUL	http://www.gedikretimvakfi.org.tr	Turkey	Private	Professional associations	Welding	National
The E.O. Paton Electric Welding Institute	11 Kazymyra Malevycha str., Kyiv, 03150, Ukraine	http://paton.kiev.ua/	Ukraine	Private	Professional associations	Welding	National
TWI - The Welding Institute	Granta Park, Great Abington UK - CAMBRIDGE CB21 6AL UNITED KINGDOM	http://www.twi-global.com	United Kingdom	Private	Professional associations	Welding	National
CECIMO	Avenue Louise 66 B - 1050 Brussels	http://www.cecimo.eu/	Belgium	Private	Professional associations	Machine tools	European
European Federation for Non-Destructive Testing		http://www.efndt.org/	Belgium	Private	Professional associations	Non destructive testing	European
EUROPEAN COMMISSION Education, Audiovisual and Culture Executive Agency DG EMPLOYMENT, Social Affaires and Inclusion ESCO EQF Advisory group	Avenue du Bourget 1 J59 BE-1049 Brussels	https://eacea.ec.europa.eu/	Belgium	Public	Public authority	n.a	European
	ETF - European Training Foundation Villa Gualino Viale Settimio Severo 65 I - 10133 Torino - Italy	https://www.etf.europa.eu/en	Italy	Private		n.a	European
ANESPO	AV. 5 DE OUTUBRO, 176 - 1º ESQ. 1050 - 063 LISBOA / PORTUGAL	http://www.anespo.pt	Portugal	Private	Professional associations	n.a	National
CEDEFOP	Europa 123, Pylea, 570 01 Thessaloniki, GRÉCIA	http://www.cedefop.europa.eu/	Greece	Public	Public authority	n.a	European
National Authority for Qualifications - ANC National Centre for Technical and Vocational Education and Training Development Romania	Str. Spiru Haret nr. 10-12, sector 1 010176 Bucharest	https://www.gov.uk/government/organisations/ofqual	Romania	Public	Public authority	n.a	National
The National Coordination Point NLQF (NCP) Austrian agency for international mobility and cooperation in education, science and research		https://oead.at/	Netherlands Austria	Public	Public authority	n.a	National
Commission nationale de la certification professionnelle (CNCP)	Commission nationale de la certification professionnelle 14 avenue Duquesne 75350 Paris 07 SP	http://www.cncp.gouv.fr/	France	Public	Public authority	n.a	National
State Vocational Education Institute	Institute Bellöva 54/a SK-831 01 Bratislava Slovakia	https://www.minedu.sk/state-vocational-education-institute-slovakia/	Slovakia	Public	Public authority	n.a	National
Instituto Nazionale per l'Analisi delle Politiche Pubbliche (INAPP)	Instituto Nazionale per l'Analisi delle Politiche Pubbliche (INAPP) Corso d'Italia, 33 - 00198 Roma	https://inapp.org/	Italy	Public	Public authority	n.a	National
National Agency for Vocational Education and Training (NAVET)	125 Tzarigradsko schosse Blvd, block 5, fl. 5, 1113 Sofia, Bulgaria	https://www.navet.government.bg/	Bulgaria	Public	Public authority	n.a	National

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