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# EU-CONEXUS Network Action Plan (NAP)

OCTOBER 2022

**Disclaimer :**

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# Introduction

This first version of the EU-CONEXUS NAP has been developed among EU-CONEXUS partners. The COVID 19 pandemic has slowed down our activities during the first 18 months of the projects with our stakeholders, preventing us to deeply interact and develop links among them.

This NAP has been designed in order to make a state of the art of where we are now and what will be further developed in the next years with clear objectives and KPIs.

The new phase of the project will help us to build concrete actions linked to the new activities of the Alliance for the next 4 years to come.

We have started to elaborate GANTT Charts for each of the prioritized stakeholders of the Alliance in order to start developing concrete actions with each of them for the 2 years to come.

This NAP will be reviewed once the new activities will be further elaborated.



# Objectives of the NAP

- ❑ To establish a network of external partners including academic institutions, public authorities, companies and other interested stakeholders.
- ❑ To understand better who the EU-CONEXUS partner / stakeholder networks are and to closely coordinate joint communications and activities, tools and materials.
- ❑ To better plan our activities with and have detailed plan of actions.



# Methodology

On the basis of the identified stakeholders and the gap analyses the strategy building proceeds in three steps:

1. **Engagement Strategy** – set the EU-CONEXUS vision and objectives, determine the level of ambition for current and future engagement.
2. **Stakeholder Mapping** – set the criteria for identifying and prioritising our stakeholders and related networks, and determine the tools / mechanism for engagement.
3. **Preparation and Engagement** – Make a general analyse and determine a concise plan with concrete action for engaging on a short term and long term basis with selected stakeholders.





# Engagement Strategy

# EU-CONEXUS Mission and Vision

EU-CONEXUS aims at **developing an integrated, multidisciplinary, multilingual and innovative** European University that **involves regional political, economic and social actors at all layers**.

The objective is to create a **comprehensive educational and research system** where the interdisciplinary challenge of “Smart Urban Coastal Sustainability” (SmUCS) is at the center, with **internal and external actors** benefiting from **cross-sectoral training and knowledge**.

EU-CONEXUS partners are located in **European geographical regions with a close relationship to the coastal environment**. They face **common and shared** socio-economic and intellectual **challenges** and are set out to **exchange best practices and different experiences** such as the **multilateral fruitful collaboration with leading industries and regional and local stakeholders**



# Main objectives of stakeholders involvement

## A. Involvement to assure high-quality education and training:

A.1. Development and implementation of EU-CONEXUS academic study programs (teach, real-life challenges, skills map...)

A.2. EU-CONEXUS Career Centre (jobs/internships)

A.3. Educational and Professional projects (social Entrepreneurship programme, school contest...)

## B. High interest to collaborate in joint research & innovation projects:

B.1. develop joint solutions and products

B.2. offer our expertise and skills on research (services, trainings...)

B3. Apply for Calls for proposals

## C. Involvement to support EU-CONEXUS sustainability and development:

C.1. sustainability strategy implementation (help with fundraising, legislation changes...);

C.2. EU-CONEXUS strategic development (consultation, ...)

## D. Collaboration on policy and local development

D1. Networking

D2. collaboration on white papers and inputs on policy development

D3. Support in EU-CONEXUS events



# Objective A: To assure high-quality university education and training that meets the rapidly changing needs of the socio-economic environment (1)

**A1. Develop and implement EU-CONEXUS joint study programs & educational activities on thematic areas developed with stakeholders involvement and based on their needs at all cycles level :**

- EU-CONEXUS will implement a broad [skills map](#) to base its study programmes on the industry and stakeholders needs
- Stakeholders will be invited to be involved in [teaching/presentations, offering internships/practical](#) activities for students, and also asked to give [feedbacks](#) on the development of the programmes on three cycles.

**A2. Develop the University-industry platform: EU-CONEXUS Career Center on Job Teaser (jobs/internships):**

- Presentation of [the Job Teaser platform](#) : <https://eu-conexus.jobteaser.com/>
- Implementation of the platform to [help students' and alumni employment](#) : work-placements, internships, events with industry, and develop communication and synergies between EU-CONEXUS community and the industrial world.
- An EU-CONEXUS Career Center working group is working on [exchange of best practices, organization of online/physical career center days](#) for companies and students and management of the Job Teaser platform.





# Objective A: To assure high-quality university education and training that meets the rapidly changing needs of the socio-economic environment (2)

## A3. Educational and professional projects (social Entrepreneurship programme, school contest...):

- In partnership with WP2 (Life Long Learning programme), EU-CONEXUS will develop a [Social Entrepreneurship Programme](#) as mentoring Programme and project markets where stakeholders are involved to propose challenges and students can work on innovative solutions. Student from 1st, 2nd year of the MA studies or doctoral studies broaden their skills and competences to become social entrepreneurs.
- A [mentoring platform](#) will be used for the matching of mentors and mentees and will include regular communication between the student/s and the mentor
- EU-CONEXUS aims also at raising awareness on SmUCS topics in schools for the future generation from 10 to 18 years old : [yearly school contests](#), [high schools workshops](#), promotion of EU-CONEXUS in schools and SMUCS careers, developing their skills, help them in their career orientation.



**Objective B:** To collaborate in joint research & development projects that promote knowledge transfer and innovation, responding to society's needs, and helping to address current and future challenges:

**B1. Develop joint technological solutions, research project proposal of EU-CONEXUS and the industry**

- Potential joint research partners will be invited to join [Horizon Europe and/or other international research funding calls](#).
- [Roundtables](#) will be organized with our major SmUCS stakeholders with a [strong focus on port activities](#) due to the coastal location of most of our Universities. The first meetings have been held online and roundtables between researchers and ports and cities have been organized in La Rochelle in November 2021 where researchers have presented their main research projects related to port activities.
- Further [development of partnerships](#) will be implemented in the next years with the development of the [open inter-campus concept of research and innovation incubator on SmUCS topics](#)

**B2. Offer our expertise and skills on research (services, trainings , innovation...)**

- EU-CONEXUS will develop [one stop shop for](#) offering our services to the stakeholders (RFS project) and an innovation hub will be developed as well as published information on our services and infrastructures
- A valorisation strategy should be implemented in the next years of the project to foster collaboration between laboratories and industrial partners.

**B3. Apply for Calls for proposals**

[Joint proposals with stakeholders](#) will be developed in the future. Possible collaboration on existing projects has also been discussed.



## Objective C: To support EU-CONEXUS sustainability strategy

### C.1. Sustainability strategy implementation (help with fundraising, legislation changes...)

EU-CONEXUS will develop a [sustainability strategy](#) and work to find other sources of financing in order to ensure our sustainability. Contacts with potential “associated members”, obtained from the partners' networks will be established and they will be invited to join EU-CONEXUS network. *A membership idea and the development of the association needs further discussions.*

### C.2. EU-CONEXUS strategic development (consultation, ...)

- EU-CONEXUS will develop a [targeted dissemination and communication strategy](#). Cooperation with regional and local authorities and engagement in local activities will make [EU-CONEXUS visible](#) strongly enhance the image of the university as well as attract more people in the EU-CONEXUS cities.
- The involvement of the stakeholders in EU-CONEXUS activities should encourage their [support for the development and sustainability of the European University](#): involve EU-CONEXUS in local events with the industry and develop EU-CONEXUS events for stakeholders



# Objective D: To collaborate on policy and local development

## D.1. Networking

EU-CONEXUS will develop a network of public stakeholders in order to exchange best practices and develop links between the EU-CONEXUS cities and ports, local authorities. This is implemented by online and physical workshops and events.

## D.2. White papers and inputs on policy development

- EU-CONEXUS will work with **targeted public stakeholders** (mainly ports and cities) to collaborate with them on **white papers and give inputs on policy development** linked to the UN SDGs. Most partners have already started this collaboration (e.g. Municipality of Limassol and FredU, LRUniv and Zero Carbon Territory project, UTCB and the Second District of Bucharest, KU and the City of Klaipeda,...). Our objective is now to upscale these collaboration at the European scale
- EU-CONEXUS will also contribute to the **definition and implementation of regional, national and European policies concerning urban coastal sustainability** (Blue Growth, bio-economy, environmental protection, sustainable tourism, etc.) by participating in the elaboration of Smart Specialisation Strategies and regional and city development plans.



# Possible types of partnerships (1)

EU-CONEXUS can develop different types of partnerships in connection with the objectives of the relationship with the industry:

## Objective A: To assure high-quality university education and training:

- cooperation agreements for participation in study programs and students activities;
- training/teaching intervention (temporary/vacancy teacher) with contract;
- practical activity of the students and internship agreements, professionalisation and work placement contract;
- training contract and vocational training agreement for employees;

## Objective B: Research, innovation & development:

- collaboration contract, commercial agreements for research, innovation and development and projects;
- direct contract with a laboratory and contract for participants in research project;
- technology transfer contract, scientific and cultural dissemination, innovation project maturation partnerships;
- scientific consortium involvement and research projects collaboration;

;



# Possible types of partnerships (2)

## Objective C: EU-CONEXUS sustainability (supporting the first 2 objectives also):

- sponsorship contracts and agreements, including scholarships;
- service contract supplier;
- financial partnership for programs, PHD/Msc contracts;
- member of university foundation and governance: partnership agreement;

## Objective D: policy and local development

- strategic partnerships: framework agreement;
- network / cluster / professional branch membership;



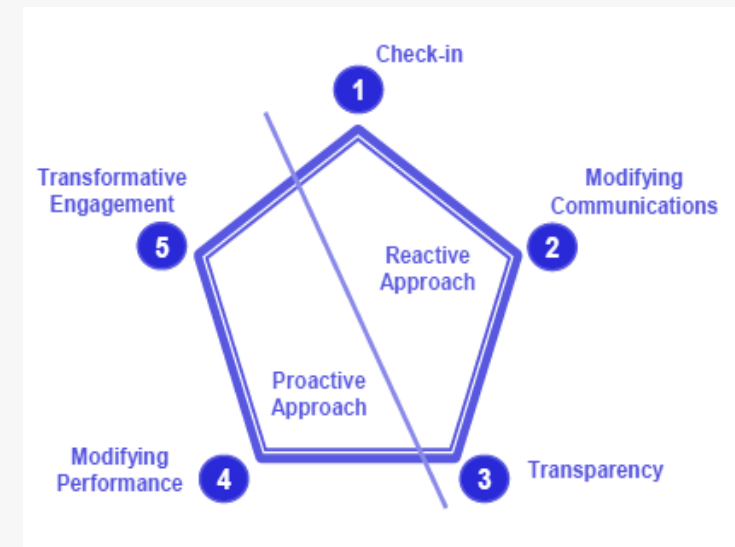
# Different engagement strategies with our stakeholders<sup>15</sup>

## REACTIVE APPROACH:

1. The basic level of ambition, is a simple **'Check in'** purely maintaining the status quo of the partnership relation.
2. **Modifying Communications** means that communication is adapted in order to reach a slightly higher level of ambition.
3. **Transparency** is where we are more open about the way we work, prepared to share our planning and decision making processes in order to build confidence and trust in our partnerships.

## PROACTIVE APPROACH:

4. **Modifying Performance** encouraging and actively listening to partner feedback, and changing the relationship activities accordingly.
5. **Transformative Engagement** means implementing some major transformation in how we operate as a response to the needs of partners.



➤ The more proactive the level of ambition is the greater is the need for a commitment to funds and resources to help implement it





# Stakeholder mapping



# Identify and Categorise

EU-CONEXUS has developed a stakeholder mapping ([link](#)) in the first years of the Alliance to identify and classify the different stakeholders that we could work with in our EU-CONEXUS Activities.

**EU-CONEXUS had classified its stakeholders in 11 different categories:**

1. Associated Partner Universities
2. Ports, Port Authorities & Associations, Maritime Clusters
3. City Municipalities, Regional Authorities & Institutions
4. SmUCS Industries, Services & Start-ups linked with the Universities
5. Tech Centres / Innovation Hubs, network / clusters on SmUCS topics / innovation –
6. Research Institutions & Centres, Ministries for Research & Innovation
7. Education Ministries & national public stakeholders in education
8. Society Services (Incl. NGOs, Non-Profits & CBOs; Schools & High Schools)
9. EU Uni Alliances & national structures of EU Universities
10. National Ministries & other public institutions on SmUCS topics
11. International partners



# Associated Partner Universities (SETU, UROS, FredU)

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
A. Involvement to assure high-quality education and training B. High interest to collaborate in joint research & innovation projects C. Willing to support EU-CONEXUS sustainability and development D. Involvement in policy and local development	To become an EU-CONEXUS partners (membership and involvement in unique activities for studies, research, international campus)	Participation in EU-CONEXUS structures and activities	<b>Collaborate:</b> - using only own resources - Lighter responsibilities	To become full EU-CONEXUS members	To take part in decision making, structures & all activities of EU-CONEXUS	3 integrated AP becoming full partners	<b>Empower:</b> - using all resources including financial support and - responsibilities for common results




# Ports, Port Authorities & Associations, Maritime Clusters


	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>A. Involvement to assure high-quality education and training</p> <p>B. High interest to collaborate in joint research &amp; innovation projects</p>	<p>Close University-Industry cooperation</p> <p>European Hub of expertise on SmUCS</p> <p>"Facilitate networking with other ports, universities, and researchers Provide input on educational needs"</p>	<p>Establish EU-CONEXUS Ports roundtable</p>	<p><b>Consult</b></p>	<p>Develop a European Ecosystem for SmUCS</p>	<ul style="list-style-type: none"> <li>- Day-to-day exchanges</li> <li>- Invitation to EU-CONEXUS events</li> <li>- Specialized Master Degree programme</li> </ul>	<p>Collaborate with 5 ports becoming AP</p>	<p><b>Collaborate</b></p>



# City Municipalities, Regional Authorities & Institutions

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>A. Involvement to assure high-quality education and training</p> <p>B. High interest to collaborate in joint research &amp; innovation projects</p> <p>C. Willing to support EU-CONEXUS sustainability and development</p> <p>D. Involvement in policy and local development</p>	<p>Networking of cities</p> <p>A vitrine for city internationalization</p> <p>More visible for attraction of young talents - an international student city</p>	<p>Invitation to SmUCS Days: presentation of project ideas and best practices in research and education</p>	<p><b>Consult</b></p>	<p>Develop a European Ecosystem for SmUCS</p>	<p>Development of a Master Degree programme</p>	<p>6 cities to become AP</p>	<p><b>Collaborate</b></p> 

# SmUCS Industries, Services & Start-ups linked with the Universities

Objectives (from stakeholder's mapping)	Actual			Future			
	EU-CONEXUS-Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS-Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>A. Involvement to assure high-quality education and training</p> <p>B. High interest to collaborate in joint research &amp; innovation projects</p> <p>C. Willing to support EU-CONEXUS sustainability and development</p>	<p>Close University-Industry cooperation</p> <p>European Hub of expertise on SmUCS</p> <p>"Research-based knowledge transferTake advantage of our expertise for companies"</p>	<p>Skills Map</p> <p>Posting jobs and internships on EU-CONEXUS Career Centre (JobTeaser)</p> <p>Mentoring programme in EU-CONEXUS Social Entrepreneurship Programme</p>	<p><b>Involve</b></p>	<p>Develop a European Ecosystem for SmUCS</p> <p>Develop challenged-based solutions on SmUCS topics</p>	<p>Development of the open inter-campus concept of research and innovation incubator on SmUCS topics</p> <p>To foster partnership for solutions and new projects for the development of innovation on SmUCS topics (research projects under WP9 (JRIs) or WP10 (calls for proposals), WP11 knowledge and innovation office activities and contests )</p> <p>Foster collaboration on study programmes to match needs of labour market (collaboration on educational programmes (WP2 [professional courses; BIP], WP3 [skills map for the master])</p>	<p>Number of organisation participating into our activities:</p> <ul style="list-style-type: none"> <li>- open intercampus : 18 stakeholders</li> <li>- skills map (600 respondent among which 10% from industry)</li> </ul> <p>Jobs and internships offers posted per year : 100</p>	<p><b>Collaborate</b></p> 

# Tech Centres / Innovation Hubs, network / clusters on SmUCS topics / innovation

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
B. High interest to collaborate in joint research & innovation projects	No engagement	No engagement	<b>Notify</b>	Develop a European Ecosystem for SmUCS  Develop challenged-based solutions on SmUCS topics  To become our service and expertise users  Visibility at the European level	To foster partnership for solutions and new projects for the development of innovation on SmUCS topics (research projects under WP9 (JRIs) or WP10 (calls for proposals), WP11 knowledge and innovation office activities and contests )  To become Associated Partner/collaborator  Identify and be involved in the regional Smart Specialization Strategies	At least 2 partners being involved in the S3	<b>Collaborate</b>



# Research Institutions & Centres, Ministries for Research & Innovation

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>B. High interest to collaborate in joint research &amp; innovation projects</p> <p>C. Willing to support EU-CONEXUS sustainability and development</p> <p>D. Involvement in policy and local development</p>	<p>High quality of R&amp;I</p> <p>Access to European university expertise</p> <p>Recognition to be part of the European University alliance development</p>	<p>Inputs on policy development</p> <p>Collaboration and involvement in meetings/projects/workshops /roundtables regarding policy development to support strategic objectives &amp; ERA development</p> <p>Proposals and involvement of EU-CONEXUS to main policy and consultation initiated</p> <p>Representatives on EAB Board</p>	<p><b>Notify or Inform</b></p>	<p>Develop a recognized European Hub of expertise on SmUCS</p> <p>"High quality of Research and innovation Access to European university expertise"</p> <p>Recognition to be part of the European University alliance development</p> <p>"Become associated partners?For centres and institutions"</p>	<p>Collaboration and involvement in meetings/projects/workshops /roundtables regarding policy development to support strategic objectives &amp; ERA</p> <p>Development of joint research proposals</p> <p>Involvement of EU-CONEXUS to main policy and consultation initiated</p>	<p>For Research Institutions and centres: collaboration on.... projects</p> <p>For Ministeries: 1 meeting per year about EU-CONEXUS</p>	<p><b>Consult</b></p>



# Education Ministries & national public stakeholders in education

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
C. Willing to support EU-CONEXUS sustainability and development D. Involvement in policy and local development	High quality of Education Access to university expertise to develop the European Education Area Recognition to be part of the European University alliance development	Inputs on policy development Collaboration and involvement in activities regarding policy development that can support EU-CONEXUS strategic objectives and European Education Area development (Romania and Spain changed the law about Joint Degrees) Representatives on EAB	<b>Consult / Collaborate</b>	Higher quality of Education Access to university expertise to develop the European Education Area Recognition to be part of the European University alliance development	Inputs on policy development Collaboration and involvement in activities regarding policy development that can support EU-CONEXUS strategic objectives and European Education Area development Representatives in External Advisory Board Collaboration with Ministries to change law to allow European degree to be issued, Joint PhD, to facilitate to develop the European University (legal framework)	1 meeting per year about EU-CONEXUS	<b>Consult / Collaborate</b>





# Society Services (Incl. NGOs, Non-Profits & CBOs; Schools & High Schools)

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
A. Involvement to assure high-quality education and training	<p>Challenged-based skills development</p> <p>International reach and visibility</p> <p>Local community visibility</p> <p>Be actor to solve societal challenges</p>	<p>School Contest jury members</p> <p>Project Markets in our Social Entrepreneurship "Events ConstructFEST - wp facilitation"</p> <p>EU-CONEXUS School Contest (2 x editions) with .... Schools participating</p> <p>Vocational Training for High schools</p>	<b>Involve</b>	<p>To help the students develop skills and career orientation</p> <p>To have international visibility and access</p>	<p>University to school programme (Annual school contest, workshops for SmUCS skills)</p> <p>EU-CONEXUS Open Days/Careers</p> <p>NGO - involved in jury of School Contest and partners in EU-CONEXUS events</p>	10 schools per partner per year	<b>Collaborate</b>



# European University Alliances & national structures of European Universities

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>B. High interest to collaborate in joint research &amp; innovation projects</p> <p>C. Willing to support EU-CONEXUS sustainability and development</p> <p>D. Involvement in policy and local development</p>	<p>Our expertise and exchange of experience</p> <p>Collaboration Partners in developing policies and legislative changes</p>	<p>Participate in meetings and transfer of know-how with different alliances</p> <p>Joint position papers collaboration</p>	<p><b>Collaborate</b></p>	<p>To become a stronger force in order to make policy and legislative changes for our common objective at national and European level</p>	<p>Research agenda with SEA-EU Alliance</p> <p>Events</p> <p>Roundtables with actors</p> <p>Joint papers</p> <p>National alliances that exchange best practices and make advocacy together at national level</p>	<p>Each university is involved in the local national group</p>	<p><b>Collaborate</b></p>



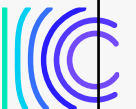
# National Ministries & other public institutions on SmUCS topics

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
C. Willing to support EU-CONEXUS sustainability and development D. Involvement in policy and local development	Give input on ERA and EEA development Contribute to the national strategies on education, research and internationalisation	Roundtable with QA agencies Participation in meetings/briefing sessions Presentations of EU-CONEXUS Policy papers presented Speakers at EU-CONEXUS events (dissemination conference, ConstructFEST) Legislative changes	<b>Inform</b>	Support the national education institution in developing EEA and ERA	Policy development in order to implement joint education and research activity  Legislative changes in order to integrate our members in the European University  Financial support for co-financing	1 presentation per year for the national public institution	<b>Involve</b>



# International partners (UNIADRIN, AUF, BUP, WHO, European Healthy Cities Network, EUCEET Costa Rica Uni)

	Actual			Future			
Objectives (from stakeholder's mapping)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)	EU-CONEXUS- Unique Offer Why to join us?	Engagement Actions and Interactions tools	KPIs	Engagement Level (Notify / Inform / Consult / Involve / Collaborate / Empower)
<p>A. Involvement to assure high-quality education and training</p> <p>B. High interest to collaborate in joint research &amp; innovation projects</p>	<p>Visibility</p> <p>SmUCS expertise</p>	<p>Briefing sessions</p> <p>Partnership agreements</p> <p>Education events/workshop (AUA)</p> <p>Invitation to EU-CONEXUS events</p>	<p><b>Collaborate</b></p>	<p>Visibility</p> <p>SmUCS expertise</p>	<p>Enlargement of academic offer (Dual-Degree programmes, life-long learning programmes, Joint programmes, etc.).</p> <p>Promotion of students and academic staff mobility (exchange programmes).</p> <p>Promotion of international education &amp; research cooperation.</p> <p>Promotion of EU-CONEXUS study programmes and research.</p> <p>Recruitment of international students &amp; staff.</p> <p>Participation in international thematic research and education networks.</p> <p>International participation in policy making in sustainable management of urban coastal areas.</p> <p>Internationalization steps implemented by each EU-CONEXUS member (information, English support, guidelines for international students, etc).</p> <p>Participation in European consultations and discussions in the EEA.</p>	<p>5 MoU with international partners</p>	<p><b>Collaborate</b></p>



# Prioritise

The variety of stakeholders makes it difficult to work with all of them at different levels and EU-CONEXUS has made the choice to focus on this NAP on a few stakeholders in the future to work closer and deeper into the collaboration:

## 1. Associated Partner Universities :

- Odessa Mechnikov University

## 2. Ports, Port Authorities & Associations, Maritime Clusters

- Cyprus Port Authority - Limassol Port, Cyprus, new AP
- Regie du Port de Plaisance, France, new AP
- Grand Port Maritime , France, new AP
- Klaipeda State Seaport Authority, Lithuania, new AP
- Valencia Port Foundation, Spain, new AP
- Port of Piraeus, Greece



# Prioritise

The variety of stakeholders makes it difficult to work with all of them at different levels and EU-CONEXUS has made the choice to focus on this NAP on a few stakeholders in the future to work closer and deeper into the collaboration:

### 3. City Municipalities, Regional Authorities & Institutions:

- City Hall District 2 of Bucharest- PRIMARIA SECTORULUI 2 BUCURESTI, Romania, new AP
- Municipality of Limassol, Cyprus, new AP
- Commune de la Rochelle , France, new AP
- Hansestadt Rostock, Germany, new AP
- Klaipeda City Municipality, Lithuania, new AP
- Ayia Napa Municipality, Cyprus, new AP
- Waterford Chamber of Commerce, Ireland, new AP
- The Southern Regional Assembly, Ireland, new AP
- Région Nouvelle Aquitaine , France, new AP
- CDA, France, new AP
- Croatian Chamber of Economy,Croatia, new AP
- Municipality of Piraeus,Greece

### 4. SmUCS Industries, Services & Start-ups linked with the Universities

- Tankerska Plovidba dd, Croatia, new AP



# Prioritise

The variety of stakeholders makes it difficult to work with all of them at different levels and EU-CONEXUS has made the choice to focus on this NAP on a few stakeholders in the future to work closer and deeper into the collaboration:

5. Tech Centres / Innovation Hubs, network / clusters on SmUCS topics / innovation

KSTP, Lithuania, New AP

11. International partners :

- AUF
- EECET



# Tools of engagement

EU-CONEXUS has developed some tools to engage with the stakeholders.

Tools of Engagement	EU-CONEXUS Actual	Tools of Engagement	EU-CONEXUS Actual
<b>Website and Social media</b>	LinkedIn Facebook Instagram Twitter Website	<b>Polls, surveys, focus groups, interviews, meetings, consultations</b>	Skills map Interviews Consultations Special meetings
<b>Printed materials</b>	Information package Final Brochure Posters, printed communication	<b>Away-days, working groups, learning and study tours, country visits</b>	Country visits
<b>Newsletter, webinar, email</b>	Newsletter Dedicated online workshops Special feedbacks on emails	<b>Network forums, seminars, conferences, assessment workshops, peer-to-peer learning</b>	SmUCS days in La Rochelle Construct Fests AUA Innovation week EU-CONEXUS festivals Special events and conferences Etc.

More information on the JCU strategy: <https://nextcloud.eu-conexus.eu/index.php/s/PcfbBkPn5XxJF8Y>







# Preparation and engagement

# Matrix on engagement levels

It is unlikely that EU-CONEXUS will have the same **level of engagement** with all partners / partnership networks. For all types of stakeholders, we need to analyse what is the actual level of engagement in general and the one to achieve in the future based on this the [World Bank](#) Stakeholder Engagement Matrix .

Stakeholder Engagement Matrix						
	NOTIFY	INFORM	CONSULT	INVOLVE	COLLABORATE	EMPOWER
Level of Engagement	Stakeholders may encounter diffused info from EU-CONEXUS team	Stakeholders are regularly and reliably informed by EU-CONEXUS	EU-CONEXUS exchange views and knowledge with stakeholders, providing them with full feedback	EU-CONEXUS team work with stakeholders throughout activity planning to ensure views and knowledge are understood and considered	Ensure partnerships with relevant stakeholders in all aspects of action planning and decision making	With stakeholders, set agenda for long term cooperation. Stakeholders have a clear input into action responsibility and decisions taken
Role of Stakeholder	Segment / population	Recipient	Respondent / interviewee	Active participant, co-creator, team/group member	Collaborator, core team member, partner	Designer, decision-maker, manager
Purpose of Engagement	Updating stakeholders	Stay informed. Maintain relationship. Update progress of work	Obtain views and perspectives, quality control	Share and create knowledge, brainstorm ideas, invite ownership, vote and prioritise	Innovate concepts and projects, plan and schedule, co-create	Discern and evaluate (identify and validate the need to ensure the purpose and desired outcomes serve the whole)
Tools for Engagement	ie: website, social media or printed materials	Newsletter, webinar, email	Polls, survey, focus groups, interviews, consultations	Meetings, workshops, seminars, conferences	Away-days, working groups, meetings, learning and study tours, country visits	Network forums, and seminars, assessment workshops, peer-to-peer learning
Anticipated Outcome Tangibles	Non-specific	Newsletter, website	Article, report, film/video, stakeholder map	Concept plans and projects, ideas catalogue, theory of change, meeting notes / minutes	Prioritised list of actions, terms of reference (who, why, what, how, when), action and resource plan, strategy plan	Evaluation report, Assessment report, Good / Best Practice
Anticipated Outcome Intangibles	Awareness	Knowledge	Clarity, Meaning, Endorsement	Shared vision, direction and alignment, relationships, trust, efficiency	Shared identity, sense of belonging, trust, reputation	Ownership, and Empowerment

# Odessa Mechnikov University

The partnership with ONU has been signed on July 2022.

Further steps are being developed to integrate ONU in EU-CONEXUS activities and support ONU in its current situation with the War in Ukraine.

ONU has expressed an interest to get acquainted with activities and general strategies of EU-CONEXUS by participating to the three main governing structures GB, AC, RC.

EU-CONEXUS is developing a Capacity Building of Higher Education Project under « Strand 2 »







# Grand Port Maritime , France, new AP

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																								
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	se		
<b>Grand Port Maritime Interested in WP1</b>																													
Invitation to EU-CONEXUS Plus Kick-off																													
EU-CONEXUS Plus Kick-off					16/11/2022																								
Participation to the skills map																													
Co-creating the concept of intercampus Living																													
...																													



# Klaipeda State Seaport Authority, Lithuania

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																														
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	déc-24	janv-25	févr-25			
<b>Klaipeda State Seaport Authority</b>																																			
Invitation to EU-CONEXUS Plus Kick-off																																			
EU-CONEXUS Plus Kick-off						16/11/2022																													
Invitation to the stakeholder academy in 22/23																																			
Participation in the stakeholder academy class																																			
Final week - physical meeting in the stakeholder academy (WP14)																																			
Development of the economic model of the stakeholder academy																																			
Participation in the stakeholder academy class																																			







# Port of Piraeus, Greece

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																								
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24
<b>Port of Piraeus</b>																													
Invitation to EU-CONEXUS kick-off				11/10/2022																									
Visit of the port							15/01/2022																						
Participation to the skills map																													
Invitation to stakeholder academy 2022/20223																													
stakeholder academy class																													
Final week- physical meeting in the stakeholders academy (WP 14)																													
Final week- physical meeting in the 2nd stakeholders academy (WP 14)																													
4th Scientific Conference (AUA)																													
Innovation Day (JMPMB)																													
WP 9 virtual Workshops by the end of the 2nd phase																													
Participation n challenged based projects BIPs (WP 2)																													
Involvement in Transfer of Knowledge and Technologies (WP 11)/ ex. evaluation Committee																													



# Tankerska Plovidba dd, Croatia

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																										
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov		
<b>Tankerska Plovidba dd</b> <b>Interested in WP2, WP3, WP13, WP14</b>																															
Invitation to EU-CONEXUS Plus Kick-off																															
EU-CONEXUS Plus Kick-off					16/11/2022																										
Participation in the stakeholder academy class																															
Participation to the skills map																															
Participation in challenge based projects, BIPs (WP2)																															





# City Hall District 2 of Bucharest- PRIMARIA SECTORULUI 2 BUCURESTI, Romania

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																									
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	
<b>City Hall District 2 of Bucharest Interested in WP3,WP14,WP17</b>																														
Participation to the development of the Bucharest City District 2 strategy																														
Communication about EU-CONEXUS PLUS																														
Invitation to EU-CONEXUS Plus Kick-off																														
EU-CONEXUS Plus Kick-off					16/11/2022																									
DivAirCity meeting about the smart strategy and project activities																														
CNN Call to Earth consultation with City Hall Communication about Paris meeting/ workshop Paris																														
Living Lab discussions on DivAirCity, apply with projects in commun																														
Invitation to the stakeholder academy in 22/23																														
Participation in the stakeholder academy class																														
Cross of Change																														
ConstructFEST																														
Final week - physical meeting in the stakeholder academy (WP14)																														



# Municipality of Limassol, Cyprus

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																																		
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	déc-24	janv-25	févr-25	mars-25	avr-25	mai-25				
Municipality of Limassol Interested in WP1,17																																							
Invitation to the Final Dissemination Conf																																							
Invitation to EU-CONEXUS Plus Kick-off																																							
EU-CONEXUS Plus Kick-off																																							
Participation to the skills map																																							
Co-creating the concept of intercampus Living Lab (WP1)																																							
Meeting with Municipality about EU-CONEXUS Festival																																							
Organisational meeting to plan the festival																																							
Festival in Limassol																																							



# Commune de la Rochelle , France

	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	
<b>Commune de la Rochelle Interested in WP17</b>																						
Invitation to EU- CONEXUS Plus Kick- off																						
Organisationnal meeting for the festival																						
Invitation to the Festival																						
EU-CONEXUS Plus Kick-off																						
Participation to the skills map																						
Co-creating the concept of intercampus Living																						
Participation to the Festival																						



# Hanseatic City of Rostock, Germany

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24
<b>Hansestadt Rostock</b>																					
Invitation to EU-CONEXUS Plus Kick-off																					
EU-CONEXUS Plus Kick-off					16/11/2022																
Participation to the skills map																					



# Klaipeda City Municipality, Lithuania

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																															
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	déc-24	janv-25	févr-25				
<b>Klaipeda City Municipality (interested in WP14)</b>																																				
Invitation to EU-CONEXUS Plus Kick-off																																				
EU-CONEXUS Plus Kick-off					16/11/2022																															
Invitation to the stakeholder academy in 22/23																																				
Participation in the stakeholder academy class																																				
Final week - physical meeting in the stakeholder academy (WP14)																																				
Development of the economic model of the stakeholder academy																																				
Participation in the stakeholder academy class																																				





# Ayia Napa Municipality, Cyprus

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																									
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	
<b>Ayia Napa Municipality Interested in WP1</b>																														
Invitation to EU-CONEXUS Plus Kick-off																														
EU-CONEXUS Plus Kick-off					16/11/2022																									
Co-creating the concept of intercampus Living Lab (WP1)																														



# Waterford Chamber of Commerce, Ireland

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																									
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24	
Waterford Chamber of Commerce WP3,WP14																														
Invitation to EU-CONEXUS Plus Kick-off																														
Invitation to the stakeholder academy in 22/23																														
Participation in the stakeholder academy class																														
Participation to the skills map																														
Final week - physical meeting in the stakeholder academy (WP14)																														



# The Southern Regional Assembly, Ireland

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																								
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	
The Southern Regional Assembly Interested in WP1, WP2																													
Invitation to EU-CONEXUS Plus Kick-off																													
Participation to the skills map																													
Co-creating the concept of intercampus Living Lab (WP1)																													



# Région Nouvelle Aquitaine , France

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																														
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	nov-24						
<b>Région Nouvelle Aquitaine Interested in WP1</b>																																			
Invitation to EU-CONEXUS Plus Kick-off																																			
Organisational meeting for the festival																																			
Invitation to the Festival																																			
EU-CONEXUS Plus Kick-off					16/11/2022																														
Participation to the skills map																																			
Co-creating the concept of intercampus Living																																			
Participation to the Festival																																			



# CDA, France

ACTIONS/MONTH	EU-CONEXUS				EU-CONEXUS Plus																								
	juil-22	août-22	sept-22	oct-22	nov-22	déc-22	janv-23	févr-23	mars-23	avr-23	mai-23	juin-23	juil-23	août-23	sept-23	oct-23	nov-23	déc-23	janv-24	févr-24	mars-24	avr-24	mai-24	juin-24	juil-24	août-24	sept-24	oct-24	
<b>CDA Interested in WP1,WP2,WP3, WP14,WP17</b>																													
Invitation to EU-CONEXUS Plus Kick-off																													
Organisational meeting for the festival																													
Invitation to the Festival																													
EU-CONEXUS Plus Kick-off																													
Invitation to the stakeholder academy in 22/23																													
Participation in the stakeholder academy class																													
Participation to the skills map																													
Co-creating the concept of intercampus Living																													
Participation to the Festival																													
Final week - physical meeting in the stakeholder academy (WP14)																													







# AUF

A Memorandum of Understanding has been signed on April 2022.

Some key points to be further elaborated:

- Invite AUF to EU-CONEXUS events
- Participate in AUF projects and events
- Disseminate opportunities from AUF to the partners
- Presentation of AUF to the partners





# EUCEET

A Memorandum of Understanding has been signed on September 2022.

Some key points to be further elaborated:

- Invite them to EU-CONEXUS events
- Participate in EUCEET general assemblies
- Disseminate opportunities from EUCEET to the partners
- Presentation of EUCEET to the partners

