

DELIVERABLE D.T2.4.4

CONCEPT FOR FOLLOW-UP

**Version 1
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The aim of the concept for follow up is to provide the support necessary for establishing successful cross-sectoral cooperation. Describes the critical roles of facilitators, tools used and communication channels, etc. Describes important support activities three essential time points: 1. After Pitch, 2. After Agreement, 3. After Collaboration.

1. AFTER PITCH - CREATING AGREEMENT

Step 1: Organize individual meetings with AVM and CCI to define their expectations, concerns and areas of support.

Step 2: Support for AVM

- defining a specific expectation
- assistance in finding financial resources, if necessary, defining the financial instruments needed to start cooperation

Step 3: Support for CCI

- defining a specific expectation
- assistance in the protection of IPR

Step 4: Common goals

- specialized workshop with mediator and external specialists (if necessary)
- learn to communicate in a common language
- find a common intersection in expectations
- setting up a timeline and regular meetings
- assistance in drafting the contract
- creating a friendly environment and trust

2. AFTER AGREEMENT- STARTING COLLABORATION

- regular feedback, respond to the problem and help with solutions if necessary
- control of deadlines
- inviting external experts if necessary
- revealing hidden problems



3. After COLLABORATION - MONITORING PROGRESS

- regular monitoring of the implementation process, keeping documentation
- monitoring of deviations from agreed conditions
- document learnings and make them accessible
- increase the visibility from project results
- marketing support, informing the public about the successful cooperation