

# **Success Cases - Coordinating AAL projects**

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# Our Expertise in AAL

**We have coordinated 5 AAL projects:**



## **CoME (AAL- CALL 2014)**

- Started on 1<sup>st</sup> December 2015, running project.



## **ANIMATE (AAL- CALL 6)**

- April 2014 –March 2017, closed.



## **MYGUARDIAN (AAL – CALL 4)**

- May 2012 – April 2015. closed.



## **GoldUI (AAL – Call 3)**

- July 2011-June2014, closed.



## **WAYFIS (AAL- CALL 3)**

- March 2011- August 2013, closed.

## **Main challenges we have faced among the years:**

- ✓ Organizational**
- ✓ End users involvement**
- ✓ IPR management**
- ✓ Exploitation**

# Challenge 1: Organizational challenges

**Main challenge comes from** **Different funding agencies and conditions:**

AAL- JP funding  
National funding

- Different requirements regarding starting dates – difficult to achieve an agreement
- Since Negotiation project started with email from AAL-CMU some countries could take 9-12 months to confirm the funding.
- Different schedules even for money reception: Some countries have yearly installments, quarterly ones, etc; Some countries receive even the money after the end of the project.
- Reporting also is different in each country; but annual reporting to AAL-CMU is a must for all partners, so all partners information is aggregated and tracked.

# Challenge 1: Organizational challenges

- All these issues cause general stress on the project management side.

## Hints:

- More important is to reach general agreement with partners in all these issues.
- Sign the Consortium Agreement asap.
- Starting date should be compliant with all requirements, usually should start in the approval year.
- AAL-CMU is generally flexible, so if there is any issue just contact them and ask for help.
- Partners must comply with national requirements, as financial reporting is at national level. Take this into account.

## Challenge 2: End Users involvement

- **Ethics issues** are really important in AAL projects, please take them into consideration.
- **Informed consent** should be signed by all users involved -> try to reach an agreement among end user partners involved and developed a common Inform consent for the project to be translated in different languages.

### HINTS

- It's important to have **specific meetings among end user partners**, as each of them could have very different approaches for user involvement, integration and piloting.
  - Try to reach common strategies: developed common questionnaires, even though some questions are specific for each country or profile.
  - Work together on the preparation of material or focus groups, interviews, etc.
  - Motivate from coordinator role a continuous contact and agreement among end user partners.
- It's important also to motivate users to be involved in the project and moreover **explain them clearly the objective of the project and their role.**

## Challenge 3: IPR management

- This is a very important issue if you really want to reach the market after the project
- Establish the basis with the partners since the beginning
- It's important to have a general overview at proposal phase.

**Don't leave this discussion till the end of the project.**

# Challenge 4: Exploitation

## THIS IS THE BIG CHALLENGE OF AAL PROJECTS

- It's important to think about business models and exploitation since the beginning of the project (at proposal stage). Sometimes exploitation strategy also guides the development process.
- AAL CMU offers coach support to help you in this process, ask them.



**Thank you for your attention**



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