



AutoMated Vessels and Supply Chain Optimisation for Sustainable Short SEa Shipping

D8.5: MOSES Intermediate Exploitation Plan

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List of Acronyms

Abbreviation / acronym	Description
AGA	Annotated Model Grant Agreement
CEB	Common Exploitation Booster
ConOps	Concept of Operations
D1.3	Deliverable number 3 belonging to WP 1
D2.1	Deliverable number 1 belonging to WP 2
D2.3	Deliverable number 3 belonging to WP 2
D8.5	Deliverable number 5 belonging to WP 8
DSS	Deep Sea Shipping
EA	Exploitable Assets
EC	European Commission
ECSA	European Community Shipowners' Associations
ESPO	European Sea Ports Organisation
ER	Exploitable Results
EU	European Union
IPR	Intellectual Property Rights
IOSS	Intelligent Operator Support System
KERs	Key Exploitable Results
MASS	Maritime Autonomous Surface Ship
MED	Mediterranean Sea
MOSES	AutoMated Vessels and Supply Chain Optimisation for Sustainable Short SEa Shipping Project
NPDL	New Product Development and Launch
PEDR	Plan for the Exploitation and Dissemination of Results
RCHS	Robotic Container Handling System
SPEC	Ship Power and Energy Concepts
SSS	Short Sea Shipping
TEN-T	Trans-European Transport Network
TEU	Twenty-foot Equivalent Unit
WP	Work Package

Executive Summary

Task 8.3 of the MOSES project includes two deliverables on exploitations: D8.5 Intermediate Exploitation Plan and D8.6 Final Exploitation Plan. This task mainly aims to exploit research outcomes beyond the project, facilitate utilisation of the pilot results by others, and continue the pilot service after the project ends. The project's plan for delivering the innovations to the market is considered through two approaches for realising the project exploitation. The first approach will be to develop a mainstreaming plan per pilot site supported by local/internal workshops to identify a market and competition analysis and customer segments by considering demand and supply requirements, technology partners, and port requirements. The second approach will be to develop generic recommendations for further deployment supported by an exploitation advisory board & international workshop by considering: a) International audience and stakeholder platform integration with other EU instruments already developed (Dock the Future stakeholder's platform, On the Mos Way audience), and b) Lessons learned from pilots, backed up with evidence from the evaluation work strand. For this purpose, the following activities are to be conducted:

- exploring a suitable business model fitting the sustainability after the end of the project by involving those partners of the project that have the necessary expertise to collect the needs and suggestions for the project sustainability, setting up an international advisory board, and looking at local and regional organisations/commercial partners potentially interested in project results.
- running initiatives to support the project sustainability will include working on an agreement among the partners to formalize the use conditions, developing promotional materials for businesses, creating a target list of commercial partners and/or final clients to whom the pilot and solutions could be addressed.

Deliverable D8.5 Intermediate Exploitation Plan introduces the reader to the MOSES project and its key exploitable results (a confidential report, not public). It provides a plan for delivering the MOSES innovations to the market as part of the overall Exploitation plan. The document introduces the references to the exploitation related guidelines as part of the H2020 European framework, followed by a discussion on the Exploitable Results Taxonomy and Analysis. Then it identifies MOSES Key Exploitable Results (KERs) through a survey, followed by mapping survey results with the MOSES innovations and their target markets. Furthermore, this document outlines the specific Pilot Exploitation Plans and provides information on the International Exploitation Advisory Board and Workshop. Finally, it ends with the illustration of the timeline for D8.6 Final Exploitation Plan.