Exploitation workshop on the autonomous sailing of MOSES Innovative Container Feeder Vessel

Task 8.3: Exploitation activities

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ToC

- Exploitation Task 8.3 at a glance
- Task 8.3 Roadmap of Exploitation activities
- Methodological approach on KERs
- Slido research survey
MOSES exploitation task 8.3

Leader: Circle Group

Duration: M1-M36

Task 8.3 aims:

- to improve the sustainability of the pilots developed
- to exploit research outcomes beyond the project
- to facilitate utilisation of the pilot results, and
- to continue the pilot service after the end of the project.
Roadmap of MOSES exploitation activities

Exploitation activities (M1-M36+extension to M42)

Key Exploitable results

✓ Identification of MOSES KERs

Deliverable D8.5 MOSES Intermediate Exploitation Plan - Confidential, only for members of the consortium

✓ Exploitable results taxonomy and analysis
✓ Survey on KERs
✓ Provisional pilot exploitation plans

Deliverable D8.6 MOSES Final Exploitation Plan - Confidential, only for members of the consortium

✓ Strategies for exploiting MOSES KERs
✓ Exploitation Plan for each KER
Exploitation Plan for each KER – methodological approach (1/2)

- Dissemination/Communication Activities related to Exploitation During the Lifetime of the MOSES Project
- Exploitation Advisory Board Consultation
- Literature Review on KERs
- Survey Questionnaire on Key Exploitable Results (KERs) and Responses Analyses
- Three Exploitation Workshops Following Pilots’ Demonstrations

MOSES Deliverable
D8.6 Final Exploitation Plan
Exploitation Plan for each KER – methodological approach (2/2)

- Intellectual Property Protection
  - IP Assessment for KERs
- Market Analysis and Assessment
  - Segmentation of Market for KERs
  - Targeting Market Segments for KERs
  - Positioning of KERs in the Market

Business Model Development
- Value Proposition for KERs
- Identification of Revenue Streams for KERs
- KER-focused Channel Strategy
Join at Slido.com #2596 019

https://app.sli.do/event/pUgjYzy3VhboWu1pxC4AjH
Thank you for your attention!

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