



## Exploitation workshop on the MOSES AutoDock System

Exploitation activities



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## ToC

- MOSE Project Exploitation Task at a glance
- Exploitation Roadmap of Exploitation activities
- Methodological approach to KERs
- Slido survey



# MOSES exploitation task

Leader:  **Circle**  
Group

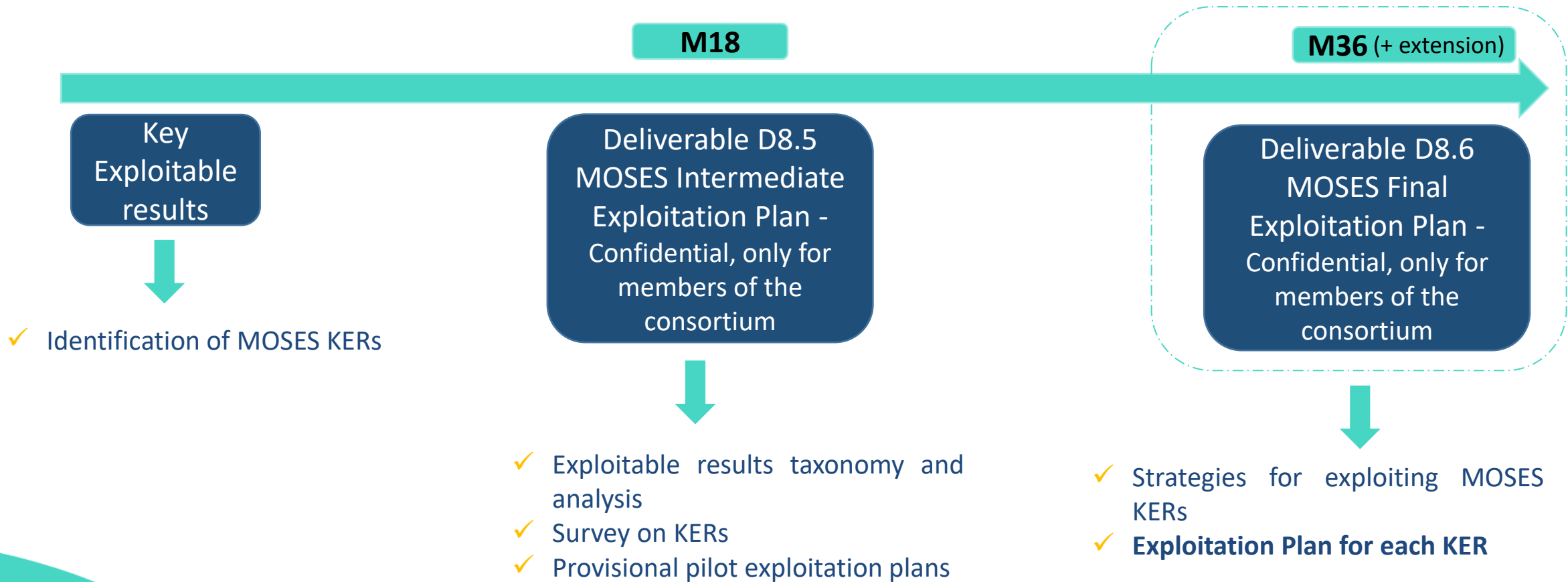
Duration: M1-M36

## Exploitation Task 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.

# Timeline of MOSES exploitation activities

Exploitation activities (M1-M36+extension to M42)



### First approach:

To develop a mainstreaming plan per pilot site to be supported by local/internal 3 workshops, with the goal to identify a market and competition analysis and customer segments, by considering demand and supply requirements, technology partners, and port requirements.

### Second approach:

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.

Literature Review developed on preliminary mainstreaming plan per pilot site in deliverable D8.5, to explore market, technology partners, and port needs.

Three Exploitation Workshops Following three Pilots' Demonstrations, to show the pilot demos and get perspectives on experts on aspects like IPS issues, Market analysis, and business model development.

Survey on Key Exploitable Results (KERs) as the components of MOSES Pilots' Innovations conducted among MOSES partners with questions focused on IPR, Market Analysis, and Business Model Development aspects. It resulted in (micro) Proposed Exploitation Plans for each MOSES Pilots KERs, paving the way for proposing Exploitation Plans for MOSES Pilots Innovations.

Exploitation Advisory Board Consultation, in direct meetings, and also in all exploitation workshops.

Exploitation Activities During the MOSES Project's Lifespan, in synergy with dissemination task

The international Workshop, in conjunction with the MOSES Final Event, with a wide range of expert audiences and EU stakeholders.

**Proposed Exploitation Plans for MOSES Pilots Innovations (for post-project)**

# Exploitation methodological approach

**Exploitation Activities During the MOSES Project's Lifespan, in synergy with dissemination task**

**Exploitation Advisory Board Consultation**

**Literature Review on KERs(Innovations components)**

**Survey Questionnaire on Key Exploitable Results (as the components of MOSES Pilots' Innovations) and Responses Analyses**

**Three Exploitation Workshops Following Pilots' Demonstrations +International workshop**

**Proposed Exploitation Plans for MOSES Pilots Innovations (for post-project)**

**MOSES Deliverable D8.6 Final Exploitation Plan**

# Exploitation Plan for each KERs & Pilot Innovations

## 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

Slido research survey

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# MOSES

## Thank you for your attention!



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 MOSES Project



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