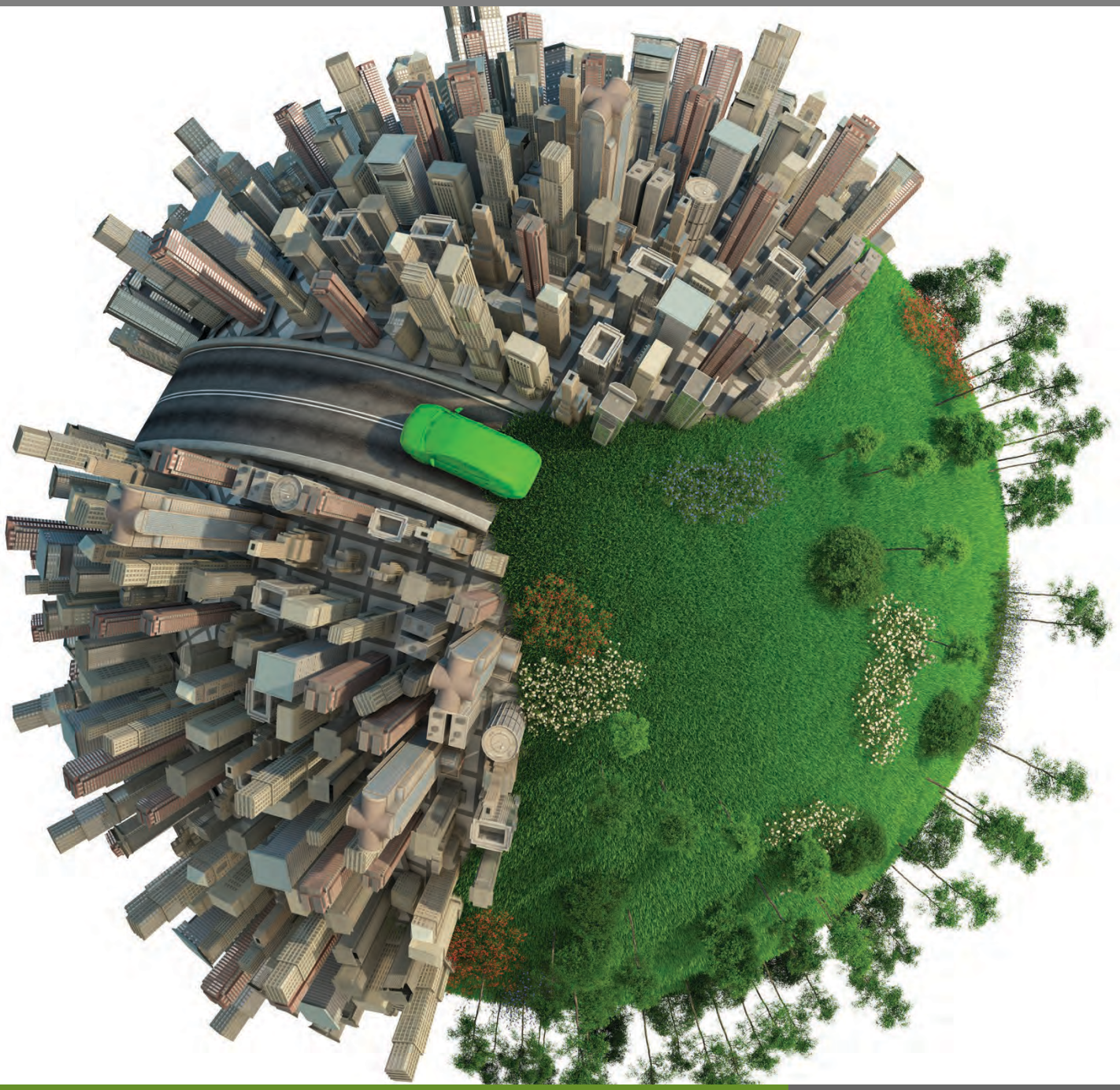
BUSINESS BOOK 2023



European Institute for Evolution & Integration

E.I.E.O

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1. THE INSTITUTE

1.1.Introduction to the Institute

The Institute was established in 2013 as a non-Profit Organisation. Based in the city Astros, Peloponnese, South Greece, currently run by a team of highly educated members in the fields of Finance, Business Administration, Agricultural and Food Science and Biotechnology. Their contribution and experience in research and EU-funded projects, always in cooperation with European Universities has provided them with the appropriate experience to manage efficiently any difficulty and challenge during project implementation. Additionally, the experience gained during project preparation and proposal writing, guarantees the quality of the Institute as a partner. Since 2015, the Institute not just contributes as a copartner to various projects, but in fact is the key partner during the implementation leading the completion of the project tasks. Our presence through our partnerships can be found from Lithuania to Cyprus and from there to The Netherlands, covering most of the European territory.

1.2. Business Description

The Institute as a non-profit organization is focusing on providing better living conditions to the citizens through education and training. Under this scope is focusing on VET projects and supporting research activities. Funding is mostly coming from the Erasmus+ KA2 action and research is mostly funded by private and own resources and less from public sector. With an extensive network of young scientists, the Institute can contribute to any project or activity, either during the preparatory period or during the implementation. It can also provide support during Intellectual Outputs (IOs) development and preparation or support of project management tasks.

Registered Trademarks

FARM EYE

Agrologistics
training and solutions

1.3. Vision

Considering that the Institute is a non-profit organization our main target is the quality of our work and not the final profit. Most funding is distributed to the people supporting the scope of the Institute and the rest for operating costs. We are looking continuously for new cooperations, aiming to expand our network, experience, and knowledge. Our successfully implemented projects are the proof of this vision. The Institute is one of the few non-profit organizations that allocates own financial resources for funding small projects either for research or training purposes.

1.4. Business Model

The Institute has an extensive experience in the preparation of proposals in various subjects. The process initiates with the preparation of a two pages proposal, describing the concept, the profile of the partners and Intellectual Outputs of the project. The next step is to spot the appropriate partners, according to the defined characteristics and their essential skills. After the formation of the partnership and the acceptance of the project, the Institute plays a core role in the preparation of the proposal and the final submission. Since 2015 this process haw proven more than successful in the preparation of the proposals as well as later on in the successful implementation. The Institute has gained a lot of experience in project management.

WHAT WE ARE LOOKING FOR

We are interested mostly in innovative VET and research projects. Until today we have participated as partner or as experts providing expertise in various projects mainly in the fields of agriculture, biotechnology, and food. Our contribution to the preparation and implementation of research projects in cooperation with universities and the industry was decisive and successful, according to the statistics available from national agencies in Greece and the EU.

2. PROJECTS

2.1. Skills for future farmers

Future farmers and agriculture professional are confronted with severe challenges, especially under financial stress in EU economies and other factors which call for improved competitiveness, a 'green' sustainable development, and an increase in the agricultural productivity of EU.

Such needs are accounted for in the Common Agricultural Policy (CAP) Reform 2014-2020, which foresees the strengthening of three long-term objectives:

- viable food production,
- sustainable management of natural resources and
- balanced territorial development,
- and provides new policy instruments that reward resource-efficient services that protect the landscape / biodiversity and innovative trends and technologies in farming and rural development.

SKIFF mobilized field experts and key stakeholders from Greece, Netherlands, Lithuania, and Turkiye and developed a sustainable, multilingual training program under the e-learning and m-learning paradigms, covering six (6) important thematic areas that cut-across most of above requirements:

1. Organic Farming,
2. Rural Development,
3. Agricultural Markets,
4. Farming Management,
5. Biobased Economy,
6. ICT in Agriculture

INNOVATION

It was our first Erasmus+ KA2 VET project addressing the most innovative aspects and sectors of agriculture.

Under the frame of ICT in Agriculture course the Institute developed a course in precision farming. It was the first available free course in Europe, and we are proud that the developed training material is used until today in The Netherlands and Turkiye for farmers and agronomists' training in this innovative subject.

YouTube videos are available at:
https://youtu.be/1KxgsLzd1-8
https://youtu.be/XFwFLxpzYks

This course was capitalized a few years later with the Smart Agriculture Training and Implementation (SATI) Erasmus+ KA2 project. The training material was updated and expanded covering various aspects of precision farming.

With the acquired knowledge the Institute developed a service called FARMEYE a consulting service in cooperation with key market experts addressed for farmers who wish to implement precision farming methods to their operations. (http://farmeye.gr/)

Under a very dense dissemination strategy, SKIFF reached out already to a wide audience of farmers, agriculture professionals, officials and VETs who are all invited to participate and evaluate our approach during the planned online training session, but also beyond the project's completion. A crucial project task was the establishment of a training certification scheme compatible with ECVET provisions, as applied in the participating countries, awarded to all prospective trainees who successfully completed the provided courses.

For further information see: http://future-farmer.eu/

2.2. Green Logistics in Cereals /Rice sector

The scope of the Green Logistics in Cereals/Rice Sector project was to develop and deliver a customized e-training program to all stakeholders across the supply chain of grains (employees, managers, farmers, producers, transporters) in four Euro-med countries (Greece, Spain, Portugal & Cyprus), based on an extended survey detecting their training needs. Building on the integration of the knowledge triangle (higher education, research, and business), a training requirements survey mapping the current skills & competencies profiles of the logisticians in alignment with the best practices provided by the cereal and rice sector professionals, provided the foundation for the e-training program for the grain supply chain. Distance learning program was incorporated various areas of interest such as green logistics, sustainable development, precision agriculture, organic farming and rural tourism acknowledging cultural diversity in the targeted countries. In addition, a qualification framework was proposed for the grain logistics sector.

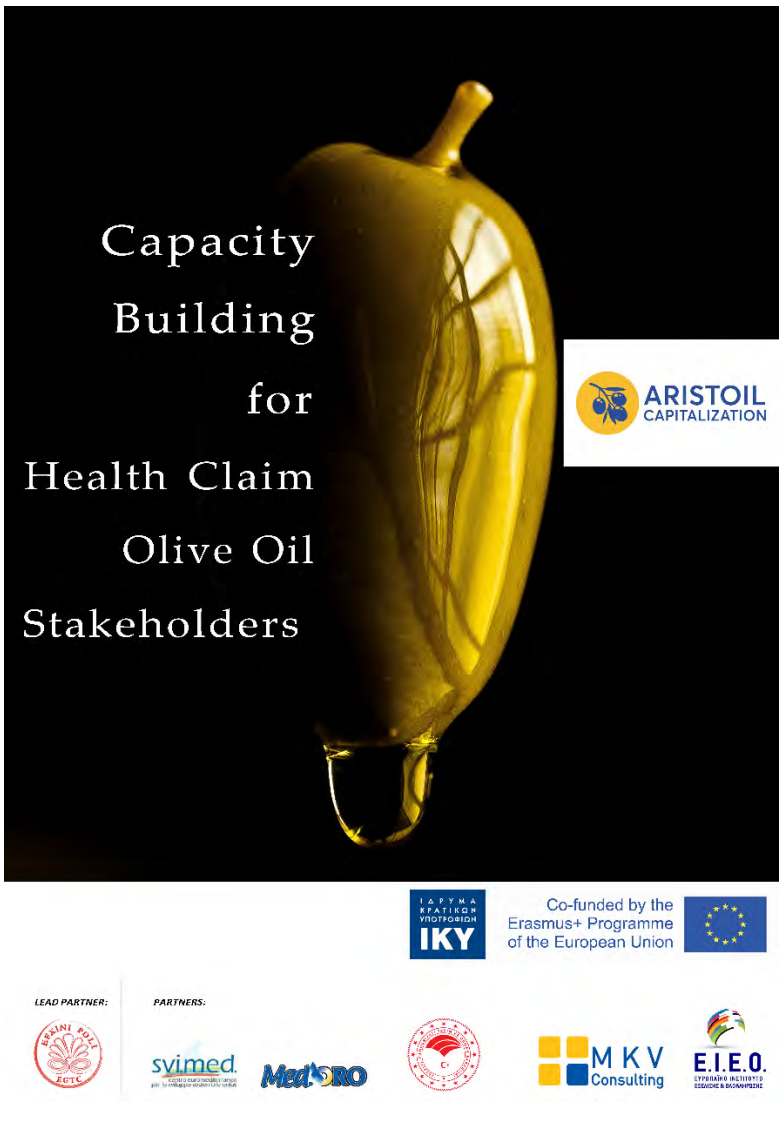
The Institute produced the documentary of the project, a short professional video (3-4 min) describing the journey of wheat seeds. See YouTube link: https://youtu.be/EFIMvzWTG9M

For further information see: http://green-logistics.aua.gr/

2.3. AristoilCAP

The project originated from the "Aristoil" Interreg project and aimed to reinforce the olive oil sector through capacity building to produce high-quality olive oil with health protective properties. The project focused on the exchange of good practices in olive oil producing countries and created a pool of adequately trained stakeholders of the olive oil sector, namely: producers, olive millers, bottling companies etc., who will be able to add value to their final product. The project builds on existing know how developed within ARISTOIL project co- financed through Interreg Med program regarding the Reinforcement of the Mediterranean olive oil sector competitiveness through development and application of innovative production and quality control

methodologies related to olive oil health protecting properties. ARISTOIL has developed a database with approximately 2,500 producers from Mediterranean who have already benefited from the project and participated to trainings. These producers whose number increases in the course of time benefited also from this project, which focused not on experimentation and pilot testing anymore but instead on intensive training on topics that have been identified as crucial for all stakeholders to know to ensure olive oil of high quality and high competitiveness to the international markets. Training topics were adapted to the needs of each stakeholder category, as identified by ARISTOIL project. In addition, past project under ERASMUS+ with title ECOLIVE has developed tools on distance learning regarding Organic production of Olive Oil which was used to the extent that fits the purpose of the this project. SVIMED one of the partners of the proposed action had been a partner in ECOLIVE project too, so it was the partner who will transfer this know-how to the current partnership. Producers trained on harvesting techniques, selection of the time for harvesting, plant protection and integrated pesticide management, olive mill selection criteria, organic production, and integrated production management. Olive millers trained on olive oil management issues (standby temperature prior to pressing, cleanliness, etc.), temperature and time of kneading, centrifugation in the absence of water, Minimization of waiting time of olive oil in tanks before filtering. Bottling Companies trained on ideal storage and bottling conditions for olive oil, classification of olive oils with hygienic and organoleptic features. For further information see: www.aristoilcap.eu



2.4. Orgafarm

The project managed to create a shared awareness of emerging job profiles and existing gaps of skills and competences in the current work force and improve a framework “Pathways for Agricultural Competence and skills-based Training” (PACT) based on EQF and ECVET, which allowed the sharing of definitions among different actors involved, i.e. agricultural VET providers, SMEs, Research Institutions, NGOs and VET policy makers, and served as a tool to modularize future training and make it more adaptable to the needs of the agricultural labor market.

Training Modules:

- Organic Farming Training Module
- Organic Food Processing Training Module
- Accessing to the Market Training Module

Better recognize existing training opportunities which already address existing skills gaps in the agricultural sector and make them more visible on a European level as well as to showcase and encourage VET providers who have already modularized their agricultural training to integrate elements into new training units.

Give the Farmers a new skill on Organic Farming & Food Processing Technologies by a new Curricula in VET.

- Organic Farming Curricula
- Organic Food Processing Technologies Curricula

Improve the life standards of Farmers by providing a channel to sell the Organic products by Ecommerce Platform

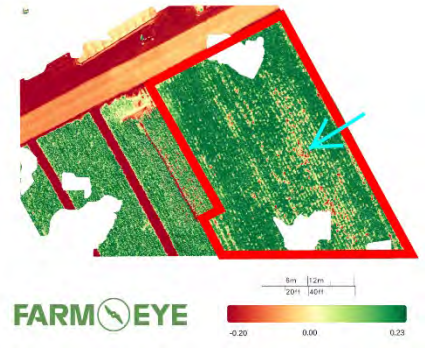
- Marketing Opportunities Report
- Need Assessment on Organic Farming
- E-Platform for Training Modules
- Video Clips for Training Modules
- 2021 New EU Organic Agriculture Regulation Report & Book for VET teachers

For further information see: http://orgafarm.org/

2.5. Smart Agriculture Training and Implementation

Precision Farming (PA) according to the European Parliament and the European Commission is the new innovative technology expected to change the agriculture as we know it today and convert it to the digital age. PA is considering as a major tool both in agricultural policies and environmental protection and climate change policies. In this project special reference was made to the use of Unmanned Air Systems (UAS) in PA and the technology used in combination with them to support the

advanced farm operator. The idea of this project was initiated after the completion of a previous



Erasmus+ project Skills for Future Farmers (SKIFF, future-farmer.eu), where it was proved that there was a strong demand among agronomists, environmentalists, and farmers for this subject, exceeding the number of 2,000 students and today is used for the training of students in several agricultural colleges in Europe. The output as module was limited and it was prepared as an initiation of our Institute, which also participated in this project. Thus, this project is based on this primary work, however, the partnership has the ambition to exceed the previous number of students and produce a unique course for PA. The experience and the expertise of the partnership in major scientific aspects of the proposed project and in distance learning was combined for the optimum result. In this project all the competences acquired by the partnership during participation in previous Erasmus+ projects were fully exploited. The pandemic conditions caused by covid-19 were considered and this project focused on the solutions offered by PA for operations (farms) management without the necessity for natural presence of experts or farmers. Limited exposure was an important element during this period. Additionally virtual project management solutions were provided through this project.

For further information see: https://sati-project.eu/

2.6. Nanocode

The global emergency of COVID 19 pandemic required a response through science and technology means, wherein nanotechnology approaches may contribute with advanced solutions. They can address the many clinical and healthcare challenges that have arisen from the coronavirus activity, the fight against the disease, and the ongoing mitigation strategies. The COVID 19 crisis has accelerated the need as well to digitally transform education and training systems. In Higher Education (HE), there is a need for strengthening the capacity to provide high quality, inclusive digital education and to realize an immediate impact of the new knowledge for combating the coronavirus pandemic. To address these needs, the project “Digital University Aula in Nanotechnology education to fight COVID 19 – Nano-Code” developed an innovative educational program, based on ICT and EQF/NQFs/HE strategic system for organization of an education process. Improved the professional performance of HE tutors/graduates and encouraged implementation of relevant quality standards in nanotech area. The objectives pursued by the project were:

- To study the peculiarities of specific resources and define the applications of digital technologies in teaching/learning nanotechnology.
- To create a virtual space (Digital University Aula) and educational content that offer individual solutions adapted to challenges and real situations at local level.
- To apply EQF/NQF/HE principles for competence development of the target groups.

- To show the innovative character of nanotechnology and its impact on COVID 19 combating through digital education.

Nano-Code project consortium establishment based on mutual agreement and understanding for the HE needs to shift educational policy from traditional to digital environment and tools, operating through EQF/NQFs/ECTS instruments. It unified 6 partners from 4 countries: Bulgaria, Germany, Greece, and Turkiye. It comprises 2 Universities, 2 R&D Centers, 1 NGO, and 1 SME.

The methodology used in the project activities involved application of good managerial practice and methods for:

- Administration: distribution of project tasks by time, type of activity and partners
- Quality management: launch of objectives and processes required to deliver the desired results.
- Implementation: processes used to complete the work defined in the management plan
- Monitoring & evaluation: managing and tracking the project activities.
- Dissemination & use (D&U): studying and evaluation of the project's influence potential on target groups/sectors/users.
- Financial control: documentation and reporting to avoid financial conflicts and violations of contractual obligations.

The envisaged Nano-Code impact realized among core players and wide audience at national/EU level. The innovative digitally enhanced curriculum in "Nanotechnology to fight COVID 19" created prospects for targets-focused impact. Its structuring and operation within the established Digital University Aula through a Learning Outcomes-based model contribute to the introduction of a competence-grounded approach to teaching/learning and assessment. The project developed innovative educational materials and address a theme of EC interest: Nanotechnology vs. COVID 19. Potential longer-term benefits are anticipated through implementation of project outputs into national HE systems and in-company training units; promotion of HEIs capacity to support and build up employability; mobilizing education, science, and technology to realize positive effect in COVID 19 combat.

For further information see: https://bio-nanocode.eu/

3. Strategic Partnerships

3.1. Our presence through our partnerships

3.2. Our partners

Our partners vary from Universities, Governmental Authorities, NGOs, Non-profit Organizations to SMEs and this advantage has provided us with great experience in working with partners with different backgrounds and various approaches regarding the Vocational Education and Training (VET) and research. After ten years of successful project implementation, we have managed to build strong bonds with our partners, where trust is the main element of our success.

CTI "DIOPHANTUS" computer technology institute & press

MKV Consulting

BLANKCON

LITHUANIAN AGRICULTURAL ADVISORY SERVICE

REPUBLIC OF TURKEY MINISTRY OF FOOD AGRICULTURE AND LIVESTOCK

ΓΕΩΠΟΝΙΚΟ ΠΑΝΕΠΙΣΤΗΜΙΟ ΑΘΗΝΩΝ
AGRICULTURAL UNIVERSITY OF ATHENS

AHK Deutsch-Griechische Industrie- und Handelskammer
Ελληνογερμανικό Εμπορικό και Βιομηχανικό Επιμελητήριο

sodebur

Instituto de Desenvolvimento Social

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Σ.Ε.Ε.Δ.Υ.Ζ.

CYPRUS INSTITUTE FOR RURAL AND REGIONAL DEVELOPMENT (IAPA)

MedORO

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eto EKOLOJİK TARIM ORGANİZASYONU DERNEĞİ

TAGEM AR-GE & İNOVASYON

UPA Unión de Pequeños Agricultores y Ganaderos

spirito business & communication group

To be continued…

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