Project Title:	**ENhANCE**: EuropeaN curriculum for fAmily aNd Community nursE
Contract No:	2017 - 2976 / 001 - 001
EU Programme:	Erasmus plus
Start of project:	1 January 2018
Duration:	3 years

Deliverable No: D.7.3.3

Exploitation and Sustainability plan updated and activities

Due date of deliverable:	31 December 2019
Actual submission date:	24 January 2020
Version:	3rd version
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Co-funded by the Erasmus+ Programme of the European Union

Project ref. number	591946-EPP-1-2017-1-IT-EPPKA2-SSA
Project title	ENhANCE - EuropeaN curriculum for fAmily aNd Community nursE

Deliverable title	Exploitation and Sustainability plan updated and activities
Deliverable number	D7.3.3
Deliverable version	Version 3
Previous version(s)	First version, updated version
Contractual date of delivery	31 December 2019
Actual date of delivery	24 January 2020
Deliverable filename	ENhANCE_D7.3.3_v20200124.pdf
Type of deliverable	Report
Language	English
Dissemination level	PU = PUBLIC
Number of pages	52
Work package	7
Partner responsible	Eurocarers
Author(s)	Nadia Kamel (Eurocarers)
EC Project Officer	Urška Primec
Abstract	D7.3.3 represents the second update of the Exploitation and Sustainability Plan and Activities Report, following the first version, D7.3.1 in M3, and its first update with D7.3.2 in M12. The purpose of this report is to provide a report of the main key stakeholder engagement activities conducted by project partners in Year 2 and the main next steps of project partners in Year 3. It also includes an updated Exploitation and Sustainability Strategy and exploitation objectives targeting the different stakeholder categories.
Keywords	Exploitation, sustainability, exploitable results, stakeholder engagement, Supporting Partners

Signatures

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Contents

Appendices

List of Tables

List of Acronyms

EIP on AHA	European Innovation Partnership on Active and Healthy Ageing
EQAVET	European Quality Assurance Reference Framework for VET
ER	Exploitable Result
ESP	Exploitation and Sustainability Plan
FCN	Family and Community Nurse
GP	General Practitioner
OOT	Open Online Tool
SEAM	Stakeholder Engagement Assessment Matrix
FCN	Family and Community Nurse
WP	Work Package

1 Executive Summary

The purpose of this report is to present the updated Exploitation and Sustainability Plan focusing on the third and final year of the ENhANCE project running between January 2020 to December 2020. It also provides a report of the main stakeholder engagement and exploitation/sustainability activities conducted by project partners in Year 2 and the main next steps planned for Year 3.

The main aim of Task 7.3 is to support the development of an exploitation and sustainability plan in a collaborative process involving all project partners, to define how the outcomes of the Alliance will be used both by partners and other relevant stakeholders, particularly in those countries piloting the ENhANCE FCN Curriculum. The ultimate goal is to identify the main opportunities that exist in those partner countries, and address the possible barriers that could hinder a continued use and uptake of the ENhANCE project outcomes beyond the project funding period.

A first version of the Exploitation and Sustainability Plan (ESP) was issued in Month 3 and broadly outlined the overall exploitation strategy and identified the key stakeholder groups. It was then updated in Month 12, D7.3.2, providing some further details and accompanied by some first tentative exploitation plans of the individual partners in the first year. This report (D7.3.3), delivered in Month 25, represents a more advanced maturity level as most of the key exploitable results have been made available in a first version and are currently being tested and validated in 3 country pilots.

This ESP is accompanied by a qualitatively more detailed account of the main exploitation and sustainability activities carried out in the second project year by the various project partners in the different countries as well as at EU-level (Section 3), followed by a further refined exploitation and sustainability strategy with objectives adjusted to the different stakeholder groups (Section 4). Finally, the last part (Section 6) provides the updated individual ESP of the project partners focusing on the third and final year of ENhANCE. The individual plans summarises the opportunities and barriers that may either facilitate or hinder the uptake of key exploitable results, and the concrete next steps the Alliance and partners individually propose to undertake to seize opportunities and reduce the perceived barriers existing in their countries, thus moving towards a path of successful exploitation and sustainability.

2 Introduction to Task 7.3

The ENhANCE exploitation and sustainability strategy aims not only to promote the continued use of key project outcomes among the project partners, but also to ensure appropriate plans are developed that identify the key stakeholder groups and thus guide project partners in initiating appropriate activities in their countries or at EU-level, to thus pave the way for a continued sustainability of project results also in the longer term. The exploitation and sustainability activities often build upon and are informed by the dissemination activities carried out by project partners in Task 7.1. This updated Exploitation and Sustainability Plan (D7.3.3) may, therefore, be read in conjunction with the updated Dissemination Plan and Activity report (D7.1.3).

2.1 Aims and objectives

The main aim of Task 7.3, exploitation and sustainability of project results, is to encourage uptake and ensure the sustainability of the main project results among the various potential project beneficiaries who have been broadly identified according to different stakeholder groups. These range from VET providers and higher educational institutes; nursing teachers and trainers, nursing regulatory authorities; community-based social service providers, public health organisations (e.g hospitals, community care services) and are listed in greater detail in Table 2.

A secondary aim is to where necessary advocate for a change in current practice, mainly by engaging with key decision and policymakers to further discuss and put in place the necessary conditions – for instance at the required policy levels for an improved and wider acceptance and recognition of the FCN professional profile among relevant stakeholder groups, which in turn will promote further implementation of the FCN curriculum among VET providers and/or higher educational institutes.

This will be achieved by disseminating project outputs to key stakeholders and through specifically engaging with key stakeholders, especially in those countries represented by the project partners. Feedback from these stakeholders may play an important role in rendering project outcomes more sustainable, in particular as they may have a decisive role in recognising, training and the deployment of FCN professionals as a key actor in delivering community-based care.

2.2 Overview

In the context of Task 7.3, the first Exploitation Plan, D7.3.1, submitted in Month 3, described the overall exploitation and sustainability strategy of ENhANCE, which focused on ensuring uptake of key project outcomes by partners and extending uptake beyond the Alliance.

The second Exploitation and Sustainability Plan, D7.3.2, submitted in Month 12, provided a brief overview and Stakeholder Analysis following the mapping and identification of key stakeholders by all partners. The focus for the exploitation and sustainability strategy in Year 2 emphasised the need to collect stakeholder feedback notably to further refine the main project outcomes that would be issued in a final version in Year 3.

This third Exploitation and Sustainability Plan, D7.3.3 (the present document), provides a more detailed assessment of the situation with regard to the status of FCN, especially in the partner countries piloting the FCN curriculum i.e. Italy, Greece and Finland. The overall aim for exploitation activities are to encourage an official recognition of the ENhANCE FCN Professional profile, and continued relevance of the FCN European Curriculum manifested through its delivery in the form of FCN specialisation courses; and a potential for the continued active use of the

ENhANCE Open Online Tool as an interactive online learning tool, as well as the learning materials.

3 Exploitation and sustainability activities report, Y2

The exploitation and sustainability activities reported for this period January 1 to December 31, 2019 (Year 2) are strongly connected to the preparation, launch and progress of the FCN pilots at UEF (Finland), UTH (Greece) and UNIGE (Italy), aimed at testing and validating the European FCN Curriculum developed in ENhANCE. This is also the reason for which the various exploitation and sustainability activities are reported in D7.3.3 to reflect this i.e. at regional and/or national level, and more generally at EU-level.

Additionally, specific feedback from stakeholders on key project outcomes and results have been systematically collected to ensure they meet the success indicators and quality criteria as stipulated (see section 4.1). These have been collected in separate processes conducted in WP6 and 8 and are not reported further in this deliverable.

3.1 Exploitation and sustainability activities at regional/ national level

3.1.1 Finland (UEF)

Along with the Finnish pilot organized by the University of Eastern Finland (UEF) at the UEF Open University, which is taking place under WP5, the Department of Nursing Science of UEF is currently in the process of updating its Bachelor and Masters curricula and plans to integrate the ENhANCE FCN modules (30 credits) developed in the project in future study programmes (of the upcoming years) of the Department.

Moreover, regarding further uptake of the Open Online Tool (OOT), given that UEF is using Moodle as institutional platform and the OOT is based on the same Learning Management System, it is possible that in the future the specific open source components developed by the ENhANCE project are installed and hosted on the UEF Moodle.

3.1.2 Italy (UNIGE, ALISA, CNR-ITD)

UNIGE represents a key exploitation partner for the purposes of the ENhANCE project, which was widely advertised not only among its over 1300 undergraduate nursing students at the Department of Health Sciences[1] but in particular among its Master's degree students and doctoral students, as well as all its nursing academic staff and researchers, who are often actively involved in the activities related to the ENhANCE project. UNIGE has also organised events with the participation of top international experts, such as Prof. Susan Kent, who is Senior Adviser for the Department of Health in Ireland, for the inauguration of the Italian Pilot, which consists of a 1-year post-graduate Master Course. In addition, UNIGE academics and researchers have attended various conferences where they have talked about the ENhANCE project and their involvement in it.

ALISA, Azienda Ligure Sanitaria, represents both the Ligurian public health authority, responsible for the development and implementation of the regional health service, and is also the regulatory body for nurses. In the second year, ALISA directed efforts to ensure that the FCN will be more widely implemented in the Internal Areas of Regione Liguria. FCNs are currently being trained through nurses participation in the Italian Pilot, after which they can be distributed in all areas of the Region. During the preparatory meetings that were held to define the health system components of the so-called "Internal Areas" strategy, all the stakeholders involved underlined the importance of having nurses trained in line with the results of ENhANCE project.

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[1] http://www.dissal.unige.it/progetti-ricerca/progetti_finanziati/EnHANCE

Sustainability will also be addressed through key stakeholder engagement facilitated by ALISA together with AIFEC[2], the Italian Association of Family and Community Nurses, a key stakeholder identified in the Stakeholder Engagement Assessment Matrix (SEAM) –please see section 4.3 for more information on SEAM. ALISA participated in a study day organised by AIFEC and there presented the ENhANCE FCN Professional Profile and Curriculum. After the event, ALISA was able to contribute to drafting an AIFEC position paper on the Family and Community Nurse [1].

ITD-CNR, the Institute of Educational Technologies (ITD) of the National Research Council (CNR), has made contacts with key stakeholders, focusing on local and regional decision-makers. This was enabled largely due to participation at a number of dissemination events, which offered the opportunity to talk directly with stakeholders and lay the basis for future interactions and collaborations. Valuable contacts that were made this year and which will be maintained and engaged in the next year are: (i) the Vice President and City Councillor Responsible for Health in the Liguria Region; (ii) the City Councillor Responsible for Education and Youth Policies of the Liguria Region; (iii) the Director-Technical Inspector Regional School Office for Liguria; (iv) President of the social cooperative and also a Eurocarers member *Anziani e non solo*; (v) Head of the Social Policies Sector of the Liguria Region; (vi) Responsible for Technical training, Social Policies Directorate – Municipal district of Genova; (vii) Director of Savona Provincial centres for adult education; (viii) National President of the Association for combating brain ictus – Alice Italia; (ix) Social services – Rapallo municipality; (x) Director of the Italian Union for Combating Muscular Dystrophy and Manager of the elderly and disabled area of the Agorà cooperative; and (xi) Civil servants of Liguria Region in social policies, third sector, immigration and equal opportunities.

3.1.3 Greece (HMU, UTH, ENE)

All exploitable results that have been released in the second year, see Table 1 below, have been communicated by the Hellenic Mediterranean University (HMU) to the identified key stakeholder groups in Crete, see the updated SEAM in Appendix 1.

An important stakeholder in Crete, with whom HMU maintains links with is the 7th Health Region of Crete (7th YPE) and a regional body of the Ministry of Health in Greece (see http://www.hc-crete.gr/). Under its administration, the 7th YPE operates and oversees 8 General Hospitals and 14 health centres. This has resulted in a number of positive developments for ENhANCE: specifically, nurses working in primary healthcare sectors that are managed by the 7th YPE, were able to be recruited to the Greek ENhANCE pilots as students in response to an official "expression of interest" announced by HMU (see Appendix 2). Thus, 8 nurses could be recruited and are currently being trained in line with the specific competencies defined by the FCN Professional Profile.

The main priority for HMU in this second year was to increase the awareness levels among nursing students' enrolled in the Bachelor-level HMU nursing study programmes and to encourage them to further specialise in "Community Nursing" or "Family nursing" – both courses being delivered by the Nursing Department of HMU.

In terms of the innovative OOT developed by ENhANCE, HMU has ensured its further uptake by modelling aspects of its virtual learning space (e.g. the management of learning activities and resources within structured, predefined learning contexts) for students enrolled in the HMU study programmes at the Informatics and Computer Engineering Department.

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[2] AIFEC, Associazione Infermieri di Famiglia e Comunità, www.aifec.it

The University of Thessaly (UTH) has been engaging with stakeholders important for exploitation in the region of Thessaly whose public health care facilities include a university hospital, four general hospitals and 25 primary healthcare units. In addition, there are over 25 private clinics covering mental health and rehabilitation. Linked to these are also a number of public primary educational institutes as well as three refugee and migrant facilities. All these environments are currently part of the work-based learning experience where nurses recruited for the Greek FCN pilot launched in the Y2 will be able to share their knowledge. This has been the major focus of activity for the University of Thessaly (UTH).

UTH will be further spreading the successful use of the OOT within the Thessaly Prefecture, responsible for the administration of the region's public health. Concretely, together with the Public Health department of the Prefecture of Thessaly discussions have been taking place about the possibility to create an information registry of elderly people with comorbidities. This could help integrate care between municipal health and social care organisations such as the nursing care home of Larissa, the municipal primary health care centre and two mental healthcare facilities in Larissa. Pushing for such care integration at community level, which would also help foster the FCN profile.

Various communication and exploitation activities have been conducted to facilitate the further use of FCN project outputs. For instance, together with a mental health association in Thessaly, UTH coordinated and co-organised a painting exhibition of patients at Larissa's mental health organisation at the modern museum of Larissa. This enabled further engagement directly with end-beneficiaries and other relevant stakeholders in the field of mental health about the role of the FCN professional profile in improving health outcomes at the community level.

UTH organised in Y2 "Open Study Days" targeting working nurses at the municipal level, aiming to improve their knowledge about FCN, support their further skills development and raise awareness among nurses about the FCN role and the ENhANCE project. Nurses at could in this way be locally recruited to take part in the ENhANCE FCN pilot, and local stakeholders could in this way also be made broadly made aware.

The open access of the OOT and most of the key project results, has of course aided and encouraged broad uptake and visibility of results among interested parties. In addition, the ENhANCE project and the ongoing Greek pilot, has attracted great interest of new students to Bachelor or Postgraduate studies in the field of Family and Community Nursing.

3.1.4 Portugal (Future Balloons)

Being a small consultancy company active in the areas of ICT, Education, Training and Culture, the main exploitation strategy of the Portuguese ENhANCE partner, Future Balloons (FUTB), is aligned with its mission, which is to engage with educational partners across Europe for innovative solutions especially in the field of ICT and concerning digital transformation.

In the second year, the main activities of FUTB has been to research exploitation opportunities mainly through the creation of synergies with other projects in-house and thereby to connect with new possible partners, in view of new calls, which can further build on the work on ENhANCE.

3.2 General exploitation and sustainability activities targeting Supporting Partners

Another transversal exploitation and sustainability action from Y2 has been the preparations in view of recruiting so-called "Supporting Partners". In our interpretation, Supporting Partners are

key stakeholders who can –in various ways– manifest an interest in the project and the sustainability of its outcomes.

They include representatives from most of the identified stakeholder categories mentioned in Table 2. Some of them have already been contacted by the Alliance in Y1 and have been, to varying degrees, informed about the project. In Y2, efforts have been made to provide these Supporting Partners with a unique point of access to the main project outcomes (on the ENhANCE website) where they can:

- learn about the project and its rationale,

- find and access the main project results,

- submit their views and provide feedback by responding to a series of questions

- endorse and support the ENhANCE project results

In view of this, an online survey targeting these Supporting Partners has been devised which will be published on the ENhANCE website in the start of Y3 to be widely promoted by project partners (see Appendix 3). The online survey (produced within WP7) requests feedback on the main project results and is aligned according to the indicators defined in WP6. The questions not only allow a means to collect additional and external feedback on the main project outcomes, but may also trigger further reflection by stakeholders such as the pros and cons, thus triggering them towards awareness of their potential impact.

To facilitate understanding by external visitors short animations have been developed in Y2 that will accompany the survey for Supporting Partners. These animations aim to describe the main project outcomes (FCN Professional profile, FCN curricula etc) in a non-expert way.

At the end of the online survey, Supporting Partners are invited to endorse the project outcomes and will be asked about their willingness and interest in furthering the ENhANCE project outcomes under the guidance of the Alliance partners.

3.3 Exploitation and sustainability activities via European networks

3.3.1 EASPD

EASPD, The European Association of Service Providers for People with Disabilities, promotes the views of over 17,000 social services and their umbrella associations. There are over 80 million people with a disability throughout Europe. The main objective of EASPD is to promote equal opportunities and full participation for people with disabilities in society through effective and high-quality service systems.

Over the past year, EASPD has been able to provide further information about the developments of the project to their network of service providers for persons with disabilities but also their network representing academia (such as university departments working on social and health issues). This has been done using various communication channels (web-based and providing a presentation of the project at the EASPD international conference, Helsinki, Finland on 3rd October).

The perspective of service providers was taken into account when the first version of the European FCN Curriculum was devised, currently being piloted, through their participation in an online survey. The main conclusions from the perspective of service providers on FCN, were

integrated as part of Task 3.1 (European FCN Curriculum) and was reflected in the 53 learning outcomes.

3.3.2 Eurocarers

Eurocarers, The European Association Working for Carers, represents informal carers and is a network composed of 67 members that include carer organisations but also academia with an interest in the topic of care and caring. The main mission of Eurocarers is to raise awareness about the significant contributions made by (usually unpaid) informal carers to health and social care systems and the economy as a whole, and the need to safeguard this contribution, especially in view of the projected demographic changes and the multiple trends in the field of care and caring.

The perspective of informal carers as secondary beneficiaries of the care provided by FCN, was captured early on in the FCN European Curriculum definition stage, highlighting the importance of including carers as equal partners in care. Additionally, the main exploitation activities of Eurocarers in Y2, has been to provide information about the ENhANCE project outcomes towards its members (national and regional carers associations but also academia and research institutes with an interest in the field of care and caring) and other stakeholders via social media and electronic newsletter updates.

The main path that Eurocarers has taken in the past year to ensure sustainability of project outcomes, has been to frame the project results in the context of ongoing policy discussions at EU (e.g EU Pillar on Social Rights), but also other policy discussions e.g within OECD or at WHO Europe level in regard to long term care and active and healthy ageing, and with a view to the future sustainability of our social protection systems in particular healthcare and long term care.

Eurocarers has maintained contacts with key stakeholders in this respect in particular relevant services of the European Commission, e.g., DG EMPL, DG SANTE and is initiating other important connections with stakeholders who could facilitate and promote uptake of outcomes of ENhANCE in further developing skills needed for community-based and people-centred care.

3.3.3 EIP on AHA

The European Innovation Partnership on Active and Healthy Ageing (EIP on AHA), is an initiative launched by the European Commission to foster innovation and digital transformation in the field of active and healthy ageing, and to replicate at large-scale innovative good practices to support AHA of European citizens.

The EIP on AHA drives its main activities in two main pillars: Action Groups and Reference Sites. The Action Group is a community of partners (public authorities, innovators, large businesses, SMEs, health and care organisations etc) who are committed to work on specific issues related to active and healthy ageing. They do this by sharing their knowledge and expertise with their peers, increasing the added-value of their national and local experience, and identifying gaps that need to be fulfilled at European level.

Throughout Y2, ENHANCE project activities and results have been reported at relevant Working Group meetings of the EIP on AHA. SI4LIFE, one of the partners of the project, is the coordinator of the FRAGILE Commitment[3] that was submitted to the EIP on AHA, which supports ACTION PLAN A3 on "Prevention of functional decline and frailty". In the period M12-M24, SI4LIFE joined

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[3] Fragile Commitment to A3 Action Group on Lifespan Health Promotion and prevention of age-related frailty and disease:
https://ec.europa.eu/eip/ageing/commitments-tracker/a3/fragile-frailty-research-and-assessment-intervention-ligurian_en

twice the EIP on AHA meetings, contributing to the discussion by promoting the uptake of the ENhANCE project outcomes.

The EIP on AHA Commitment Tracker is a platform that collects the main results of the research activities carried out by the members of the partnership, and the FRAGILE Commitment has been progressively updated by SI4LIFE with the ENhANCE project outcomes.

The participation of SI4LIFE and ALISA in EIP on AHA has provided opportunities to collaborate with the most authoritative entities on Active and Healthy Ageing at EU level which is also crucial for sustainability. Indeed a number proposals have in this way been funded by the EU, due to these collaborations, including ENhANCE. In addition, SI4LIFE is working at the definition of new partnerships in order to draft new project ideas based on ENhANCE project results.

4 Updated exploitation and sustainability strategy for Y3

The main emphasis of the ENhANCE exploitation and sustainability strategy in the third and final year (Y3) of the project will be to harness and build upon the momentum achieved with the three local FCN pilots that are currently ongoing at UEF (Finland), UTH (Greece) and UNIGE (Italy). Thus the ENhANCE exploitation and sustainability strategy will be broadly served through the practical experience and feedback obtained from the different user groups (nurse graduates, nursing teachers and trainers, and higher educational institutes and VET providers) directly engaged in the three pilots.

As already mentioned in section 3.2, in Y3, the exploitation and sustainability strategy will moreover be further supported through the input from at least 20 Supporting Partners (external to the project) who will be invited to support the project by providing advice on the main outcomes of ENhANCE. Based on their feedback, and the overall assessment following from the exploitation and sustainability action plans across the countries of the active project partners, and also the Final ENhANcE Conference *"Family and Community Nurse: meeting the needs of end-users"* scheduled to take place around M33, Eurocarers together with all project partners will be responsible for drafting a set of *"Recommendations for efficient investments of FCN professionals both for public and private employers"* (Deliverable D7.3.4, due Month 36). These recommendations will provide further guidance to organisations (public and private) who may want to learn more about the FCN profile and why and how investments in FCN are an efficient strategy in responding to current and future healthcare needs of the population.

4.1 Exploitable Results of Y3

Four of the total of eleven Exploitable Results (ER) will be delivered in Year 3 – see yellow highlighted rows in Table 1 below. As one can see, in actual fact, the majority of the ER have already been delivered in a first version in Y2, and will now be adapted and adjusted in accordance with the results from the pilots and the various stakeholder feedback collected to be delivered in a final version in Y3. The only ERs which are developed in only one single version in Y3 are the 3 pilot courses (i.e. D5.1; D5.2; D5.3 due in Month 29) and the "Recommendations for efficient investments in FCN for public and private employers" (D7.3.4) due in Month 36.

With regard to the agreed success indicators for the Exploitable Results listed in the fifth column of Table 1, these are assessed mainly as positive feedback obtained from the various stakeholder categories. Specific processes have been put in place to ensure that feedback from pilot participants are systematically sought, collected and evaluated and thus taken into account in view of the final versions of various project results.

These processes have been detailed and carried out in other Work Packages (WP) in particular, WP6 (Evaluation) and WP8 (Quality Assurance), led by UEF and AWV respectively. Indirectly, of course, the outcomes from these processes will also ensure that the final project outcomes meet the stated needs and expectations, which ultimately is a key factor directly affecting and increasing their sustainability also beyond the project lifetime.

Table 1. List of ENhANCE exploitable results (yellow highlights = ER delivered in Year 3)

Number	Deliverable	Exploitable result	Due date	Indicators from stakeholders	Measurable success indicators
ER1	D2.2	**Reference EU Professional Profile for FCN based on WHO and EU recommendations.**	M7	Positive feedback from representatives of target groups	Compliance with ESCO (under WP8) Compliance with the main identified WHO and EU recommendations (under WP8) Coherence of PP with the current and future Healthcare and Social welfare contexts (under WP6) Coherence of PP with the current and future health labour market (under WP6)
ER2	D3.1.1 D3.1.2	**Reference EU Curriculum for FCN based on WHO and EU recommendations**	M13: first release M35: final release	Positive feedback fr VET providers about usability and efficacy Positive evaluation following pilots in IT, FI and GR based on evaluation plan indicators and EQAVET indicators.	Compliance with ECVET and EQF (under WP8) Coherence of Learning Outcomes with the PP competencies (under WP6 and WP8) Usability (under WP6) Usefulness (under WP6) Ability to support practice sharing (under WP6) Ability to support work based learning (under WP6) Ability to support assessment (under WP6) Ability to support recognition and validation of prior formal, informal and non-formal learning (under WP6) Overall satisfaction after use (under WP6) Expected impact (under WP6) Adaptivity of the EUC to own national context (under WP6) Ability to support modularity (under WP6) Positive evaluation of 3 pilots following the evaluation plan indicators and the EQAVET indicators (under WP6 and WP8)
ER3	D3.2.1 D3.2.2	**Guidelines supporting VET designers in the instantiation of local curricula for FCN**	M14: first release M35: final release	Positive feedback about usability from project partners Positive feedback about usability from rep of VET teachers and trainers	Usefulness (under WP6) Usability (under WP6) Clarity (under WP6) Overall satisfaction after use (under WP6) Efficacy (under WP6)
ER4	D4.1.2	**An open online tool supporting case study and best practice sharing for nurses**	M17	Positive feedback about usability from project partners Positive feedback about usability from representatives of VET teachers and trainers	Perceived usefulness (under WP6) Perceived ease of use (under WP6) Behavioural intention (under WP6) Use behaviours (under WP6)
ER5	D4.3.1 D4.3.2	**Guidelines supporting teachers to design effective learning activities starting from the localized curricula.**	M21 (draft version) M35 (final version)	Positive feedback by teachers/trainers about usability and efficacy (under WP6)	Guidelines are based on innovative models of CPD (under WP6)

Number	Deliverable	Exploitable result	Due date	Indicators from stakeholders	Measurable success indicators
ER6	D3.3	**Instructional Design documents for *3 national curricula* in Italy, Finland and Greece.**	M18	Positive evaluation of the IT, GR and FI pilot following the evaluation plan indicators and the EQAVET indicators.	The success indicators from ER6-ER9 will be evaluated/measured in the context of the delivery of the pilot courses i.e. ER10
ER7	D3.3	**Design documents for 3 *pilot courses* in Italy, Finland and, Greece**	M18	Positive evaluation of the IT, GR and FI pilots following the evaluation plan indicators and the EQAVET indicators.	The success indicators from ER6-ER9 will be evaluated/measured in the context of the delivery of the pilot courses i.e. ER10
ER8	D4.1.2	**European e-learning path for VET teachers in the field of nursing.**	M19	Evaluation will focus on the quality of the materials and the satisfaction level of teachers attending the course	The success indicators from ER6-ER9 will be evaluated/measured in the context of the delivery of the pilot courses i.e. ER10
ER9	D4.2.1	**Free Open Contents targeting VET teachers and trainers.**	M19	Positive feedback about effectiveness from project partners

Positive feedback about effectivenses from representatives of VET teachers/trainers | The success indicators from ER6-ER9 will be evaluated/measured in the context of the delivery of the pilot courses i.e. ER10 |
| ER10 | D5.1 D5.2 D5.3 | **Delivery of pilot courses in Family and Community Nursing in three different countries Italy, Greece and Finland** | M29 | Positive feedback about efficacy by teachers/trainers (under WP6) | Achievement level of LOs defined according to ECVET (under WP6 and WP8) Competence and effectiveness of teachers (under WP6) Cost effectiveness (under WP6) Satisfaction level of students (under WP6) Adequacy of NC coverage against the PP competencies (under WP6) Usefulness (under WP6) Usability (under WP6) Ability to support practice sharing (under WP6) Ability to support work based learning (under WP6) Ability to support assessment (under WP6) Ability to support recognition and validation of prior formal, informal and non-formal learning (under WP6) Overall satisfaction after use (under WP6) Expected impact (under WP6) |
| ER11 | D7.3.4 | **Recommendations for efficient investements in FCN professionals both for public and for private employees** | M36 | Takes into consideration the analysis on the evolution of the employment market for the FCN occupational profile carried out in WP2.

Takes into consideration the main identifed WHO and EU recommendations.

Positive feedback from representatives of public and private employers | |

4.2 Principles of Open Access supporting sustainability

Both the project website and the Open Online Tool (OOT) are supported with multi-language user interfaces for all the national languages of the partners (Italian, Greek, and Finnish) of the project, including English. For the project website, the Portuguese translation is also provided even if this was not originally envisaged in the Grant Agreement.

A key aspect maintained throughout the project, which is also important for the overall sustainability of the key Exploitable Results is that the ENhANCE project website and all its contents – public deliverables, animations, newsletters will remain accessible and free of charge on the Internet for 3 years following the official project end. Access to the OOT will be provided for an additional full year after project end, and full open access to the OOT source code will be made available for any institution to install the additional components develeped in ENhANCE on their own Moodle. Moreover, the Moodle tool and its functionalities upon which the ENhANCE OOT has been developed is compatible for use by any higher educational institute, thus increasing the sustainability of the digital learning environment developed in ENhANCE.

Another significant asset of the project is the set of Free Open Contents (D4.2.1 delivered at M19). These consist of educational resources produced under Open License which were used both during the teacher training path (WP4) and that are currently being used in the on-going Pilots (WP5). All these educational resources (such as course guides, lecture notes, tests, tools for the design of teaching/learning activities, and other educational materials used in the 3 pilots etc) have been made available and are stored in a specific repository of the OOT.

Additionally, all of these educational resources have been described with metadata and are open to use by educators, nurses and the public (if desired) for teaching, learning and research purposes. The above-mentioned electronic educational resources have been released under a Creative Commons license.

Finally, the most representative Open Contents will be made freely and openly available through MERLOT[4] thus further reaching out to the wider public. MERLOT provides access to curated online learning and support materials and content creation tools, and is led by an international community of educators, learners and researchers. It is a well-established and popular repository of Open Educational Resources, and counts a high number of registered users.

4.3 Strategic exploitation objectives for each identified stakeholder group

Exploitation and sustainability activities aim to ensure uptake of exploitable project results not only by project partners, but importantly also by other relevant stakeholders, encouraging them to either directly make use of the project outputs e.g. Open Online Tool, European FCN Curriculum, or ensure project results can trigger further necessary policy developments in the field of "Family and Community Nursing" leading to change in practice, such as a formal recognition of the FCN Professional Profile and subsequent endorsement of the European FCN Curriculum by VET and higher educational providers, and/or other authorities responsible for accrediting nursing specialisations.

A first step that was taken by the Alliance in the early phases of the project was to identify and map all stakeholders in the different countries represented by the project and assign them to different stakeholders categories. Each stakeholder was categorised according to their influence/power and interest in the project. This mapping of all stakeholders was presented in a first version of a Stakeholder Engagement Assessment Matrix (SEAM), see D7.1.1, but has been

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[4] https://www.merlot.org/merlot

further reviewed and updated by all ENhANCE partners and is included herewith in an updated version, see Appendix 1.

Table 2 below provides an overview of the type of strategic feedback sought from stakeholders and is comprehensive as it includes those external stakeholders engaged through the other WPs e.g External Experts engaged via WP8 specifically with regard to adherence of main project results to recognised EU standards in VET; the various stakeholder groups (e.g. VET designers, teachers and trainers, nursing students) participating in the local pilots (via WP6); and also the special role of Supporting Partners who via WP7 will be able to provide their contributions about key project outcomes through a specific section of the ENhANCE website.

Table 2. Main expectations for each stakeholder group targeted and impacted by ENhANCE:

Target stakeholder groups	Strategic Exploitation & Sustainability objectives and expectations for Year 3
End-beneficiaries notably representatives of patients, families and informal carers	● Seek their further feedback mainly in the finalisation of key project results (professional profile, FCN Curriculum) through their participation in the "Supporting Partner" survey (WP7). ● Extend invitation to representatives of patients, families and informal carers to the final ENhANCE conference around Month 33
Community-based social service providers including NGOs	● Seek their feedback and input to ENhANCE key Exploitable Results through their participation in the "Supporting Partner" survey (WP7). ● Involve them in providing input to drafting appropriate recommendations for "Efficient investments of FCN professionals both for public and private employers (WP7)". ● Extend invitation to representatives of service providers to the final ENhANCE conference around Month 33.
Public health care organisations (e.g general hospitals or other community care health services)	● Seek their feedback and input to ENhANCE main project outcomes as "Supporting Partner". ● Involve them in providing input to defining appropriate recommendations for "Efficient investments of FCN professionals both for public and private employers" (WP7). ● Extend invitation to representatives of health care organisations to the final ENhANCE conference around Month 33
Higher educational institutes and VET providers	● Collect their feedback on the first version of the European FCN Curriculum and Guidelines for VET designers in the context of the "Supporting Partner" Survey (WP7). ● Get the participating higher educational institutes (UNIGE, UEF and UTH) in the ENhANCE project to adopt plans for continuing to recognise ENhANCE FCN Curriculum

	(WP7) and continue to deliver the FCN modules after project end. ● Ensure pilot coordinators take contact with other higher educational institutes or VET providers in their country to inform about ENhANCE aims, and to seek their feedback with regard to include ENhANCE FCN specialisation in their nursing local curricula (WP7).
Nursing regulatory/ registration bodies, and nursing professional associations	● Collect their general views on the key exploitable results (e.g. the European FCN Curriculum; the FCN professional profile, the guidelines for VET designers) in the context of the Supporting Partners survey (WP7). ● Invite them to endorse and where possible recognize the European FCN Professional Profile (WP7), as nursing professional associations and other regulatory bodies are competent for formal recognition nursing professional profile. ● Extend invitation to relevant bodies representing the nursing profession and nurse educators to the final ENhANCE conference around Month 33 (WP7).
VET/higher education nursing teachers and trainers	● Collect the pilot course teachers' feedback of UEF, UTH and UNIGE on the various ENhANCE tools, materials, pilots (GR, IT, FI) via the evaluation (WP6) ● Collect external feedback on the ENhANCE tools adherence to quality criteria as established by EQAVET through involvement of the Panel of External Experts (WP8). ● External teachers and trainers overall feedback and views on ENhANCE curriculum will be sought in the context of "Supporting Partner" survey (WP7)
Graduate nursing students	● Collect and integrate pilot course students' feedback and input on the various ENhANCE tools, materials and pilots through the evaluation (WP6). ● Collect external nursing students feedback and views on ENhANCE project results in the context of the "Supporting Partner" survey (WP7).
Local authorities and other decision makers in the field of health and community care provision and education	● Have them express their support e.g by signing a Memorandum of Understanding or similar for a future, recurring implementation of the FCN curriculum especially in the countries where pilots were undertaken (GR, IT, FI) (WP7). ● Collect decision makers and policy makers overall feedback and views on ENhANCE project results in the context of "Supporting Partner" survey (WP7).

Sectoral initiatives and innovative projects	● Establish links with regional, national or EU-level sectoral initiatives – educational, nursing, technological, to in this way further increase impact and sustainability of project outputs.

5 Monitoring, Reporting and Assessment

As explained in section 3.1 above, throughout the development process of the key exploitable project results, the views and feedback of various stakeholder categories (both internal and external to the project) have been captured in the various evaluation and monitoring processes e.g. questionnaires for the evaluation of the EU and the local curricula and the Guidelines (Task 6.2); formative and summative evaluations of the ENhANCE pilot courses (Task 6.4);; questionnaires for the evaluation of the OOT and the European eLearning path for teachers (Task 6.3). These processes are in place to ensure that the final versions of the project outcomes meet the defined quality criteria and success indicators.

These evaluation and quality assurance activities, mentioned above, are managed in the context of two specific transversal Work Packages: WP6 (Evaluation) and WP8 (Quality Assurance) and thus will not be reported in further detail. The stakeholder feedback received in these processes will serve to further improve the sustainability and increase the potential impact of the key exploitable results. Further details about these processes are reported in the corresponding deliverables of WP6 and WP8.

5.1 Monitoring and reporting

An updated "Exploitation and sustainability" template has been devised, see Appendix 4, to facilitate for project partners to provide more qualitative descriptions of their main exploitation activities and potential opportunities and challenges for Year 3, replacing the "exploitation monitoring" tool developed in M3 and further refined in M12 (see D7.3.2).

To support partners in their stakeholder engagement and exploitation activities, a Dissemination and Exploitation Guide was developed where they could consult all the stakeholders previously identified and categorised according to the Stakeholder Engagement Assessment Matrix, see Appendix 1.

5.2 Assessment

Based upon the qualitative feedback received from all individual project partners' exploitation plans, a specific working session will be organised at the ENhANCE project meeting on January 13-14, 2020, which will be dedicated to Exploitation and Sustainability. The aim of this working session will be to seek further input from partners' on identifying the main enablers but also barriers to the uptake of project results, the stakeholders that need to be approached to reduce barriers to adoption and proposed concrete (e.g MoUs, official endorsements) to increase sustainability etc. Overall the working session aims at ensuring an aligned and joined-up approach by partners to maximise the potential for successful exploitation of ENhANCE project outcomes. See section 6 for further details about the working session.

6 Exploitation and Sustainability Action Plan for Year 3

Described in greater detail below in Section 6.1 are the specific and targeted exploitation activities that will be carried out at the regional, national level in Italy, Greece and Finland. Prompted by the FCN pilots, these can serve as a powerful trigger for a continued implementation and uptake of the ENhANCE results across the universities involved in the project (UEF, UNIGE and HMU) but also linking with other educational institutions in the region and country to encourage uptake. The dissemination activities and outcomes of the pilots will, therefore, have a strong enabling part in informing and promoting ENhANCE results.

On a more global level, Section 6.2, describes the more horizontal activities that will be initiated such as feedback on the Exploitable Results from "Supporting Partners" through the online survey. This is complemented with broad-based EU-level activities through the various partners' involvement in the EIP on AHA, as well as support from two European umbrella associations EASPD and Eurocarers, who can act as multipliers given their wide-ranging contacts with relevant European Commission services and other actors such as the WHO Europe active and healthy ageing agenda etc.

Nonetheless, we would like to emphasise at this point that in the context of the already mentioned dedicated working session on "Sustainability" scheduled for the next ENhANCE Alliance meeting in Dresden on 13-14 January 2020, will provide for opportunities to discuss with all project partners new, additional ideas and inputs for sustainability.

Given that all the project partners will participate in this "working" session and depending on the total number of participants, they will be divided into 3 or 4 smaller groups with as much stakeholder diversity represented in each group. Each group will separately discuss the same two questions, allocating 25-30 minutes per question.

One question (a) will be about identifying barriers and opportunities and the most important stakeholders to engage with (the what). The other question (b) will focus on concrete actions and pathways aimed at eliminating barriers and thus enabling uptake (the how). It is very likely that new inputs will emerge in these group discussions. A facilitator will be nominated in each group and will jot down the main points on a flip-chart. These inputs will form the basis for further elaborating concrete sustainability activities in YR3.

6.1 Exploitation and Sustainability activities at regional and national level

6.1.1 Finland (UEF)

The University of Finland, which is the only Finnish partner of the Alliance, launched in the 2nd year of the ENhANCE project its pilot in the context of the Open University. Given that the pilot is based on the Finnish Curriculum, which targets EQF7, the students attending the pilot will have the pilot credits recognized in case they decide in the future to attend the master's programme at the UEF.

Opportunities
The current main stakeholder engagements of the University of Eastern Finland include Universities, The Open University, and the Alternative Path to the University project (TRY project[5]). The TRY is a national project that aims to develop educational processes for those professionals who are in the working life and need to update their competencies. Indeed, the

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[5] https://www.avoin.jyu.fi/en/open-university/projects/alternative-path/alternative-path-to-university

TRY project, could be a pathway to further exploit ENhANCE outcomes, in that nurses who are working in the health and social services in Finland will be able to study FCN modules, that are based on the latest evidence-based knowledge about family and community nursing as developed in ENhANCE and will thus be more competent and will in this way provide benefit for patients and their families.

Challenges:

Differently from what it was envisaged in the proposal, timing of the ENhANCE project with the timing of curriculum development process at the UEF Department was a challenge, that prevented the Dept from delivering the pilot this year. In any case, this is planned to happen starting from the next year. The uptake of ENhANCE outcomes in Finland is in any case guaranteed by the pilot at the Open University.

Next steps:

Currently, UEF is updating the curricula for the Bachelor and Master level programmes for the three academic years (2020-2021, 2021-2022, 2022-2023) in accordance to the university planning process. In the frame of this curricula-updating process, the Department of Nursing Science plans to embed and continue offering the FCN modules based on the ENhANCE European Curriculum at UEF, thus ensuring sustainability and implementation of key project results for another 3 years after the official project finish.

6.1.2 Italy

The Italian partners – ITD-CNR, ALISA, SI4LIFE and UNIGE – of the ENhANCE project together cover many of the critical stakeholder categories and, so are in a good position to further promote the ENhANCE project outcomes and ensure these are used also beyond the project lifetime.

The main focus of the Italian partners will be in the short to midterm to focus on achieving a continued offer also in subsequent years of the FCN Master's specialisation at UNIGE, and additionally to promote its successful delivery also further among other higher educational institutes in other Italian regions.

In terms of achieving sustainability, another strategic goal for the longer term will be for ALISA to work towards collecting evidence and data showing that the FCN Professional Profile is an efficient investment in creating resilient and a more responsive health system, thus hopefully also being able to promote this care model based on FCN further afield to other Italian regions.

Opportunities

It is expected that the FCN will play a pivotal role in providing integrated care in Regione Liguria[6], by acting as the interface between home health services, social services and hospital with particular responsibility of the promotion of healthy lifestyles. General Practitioners (GPs) in the Liguria Region but also beyond, have also shown a keen interest in the FCN Professional Profile as a key actor in the community-based integrated care system.

The experience of using FCN in this context of integrated care provision has already been tested in a few Internal Areas of the region, but it will be extended to other areas of Regione Liguria, which comprises a population of around 80,000 people of which more than 20,000 seniors.

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[6] Regione Liguria, https://www.regione.liguria.it/

Concretely, some significant opportunities that have already arisen, in connection with the launch of the Italian pilot and the much greater than anticipated interest and subsequent high number of students participating in the FCN Master course at UNIGE, is that the "Family and Community Nurse" will be considered to be part of the Internal Areas Strategy of the Liguria region, and will be even further extended to other areas of the Liguria Region, which comprises a population of 80,000 inhabitants of which over 20,000 seniors. Moreover, the FCN Master course will most likely be successfully proposed again next academic year at UNIGE.

In terms of continued engagement with key stakeholders important connections have been made by ITD-CNR in the course of this year, and on the occasion of the launch of the Italian FCN pilot in September 2019. The focus for Year 3 will be to nurture contacts made with the representatives of various regional and local authorities and decision makers. Given that the regions are responsible for managing and primary care, continued and active interaction with these stakeholders (see updated SEAM in Appendix 1) will be the priority for Year 3, with the aim to in a second phase see whether based on the successful results from the pilot in UNIGE, the FCN Master course would be run in a second edition at UNIGE but importantly could find traction in other regions beyond Liguria. It is expected that this might lead to future interactions and a potential commitment to sustain the project outcomes even after project end.

An important development which will also be beneficial for ENhANCE results at the regional level in Liguria and beyond will be due to the renewed "Reference Site" status of Regione Liguria in the context of the EIP on AHA. The Region of Liguria will thus be well-positioned as a strategic player to further advance the implementation of the development of the ENhANCE Family and Community Nurse curriculum, thus driving regional innovation in active and healthy ageing.

Moreover, ALISA, is also part of a technical working group within FNOPI[7] - the National Order of Nurses – which plans to adopt a national position paper on the same topic. This will in future be a key vehicle to widely promote ENhANCE project outcomes, and in particular, to bring about a stronger recognition for the FCN Professional Profile at national level.

Challenges

The main challenge and barrier for the full uptake of the ENhANCE outcomes, is the limited healthcare resources and budgets, which means that the appetite from decision makers to fully implement a new health professional profile –the FCN– will only be possible if it can be demonstrated that the FCN has an impact on people's quality of life, can save money to the national health service, e.g through shorter hospital days, or for instance by enabling to live in their own homes, without the need to access formal residential care.

Within the boundaries of their responsibilities as the regional health authority, ALISA (also crucially ENhANCE project partner) will, in fact, be collecting such data on the impact of the FCN care model and the costs of the national health service, whilst at the same time advocating for the need of a cultural maturity and a proactive approach to healthcare services.

Next steps:

To maximise sustainability in the Liguria region, the efforts in the coming months will follow on from Year 2, to ensure a full implementation of FCN and to the collection of activity data and

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[7] FNOPI – Federazione Nazionale Ordini Professioni Infermistiche https://www.fnopi.it/en/

analysis (as mentioned above), including those related to the quality of training received in relation to the skills required and received by the FCN

In the next 12 months, Regione Liguria is going to invest in homecare and, more generally, in Primary Health Care (PHC) with the aim to transform it to become an accessible, integrated, comprehensive and coordinated care pathway, and a gateway between the community and the health system.

The experimental introduction of FCNs in Regione Liguria's care model will be implemented according to the following steps:

- A first group of FCNs will be trained in the context of ENhANCE project (around 40 nurses) – the Italian "ENhANCE" FCN pilot.
- All 65+ inhabitants in specific inner areas (around 5000) will be assigned to an FCN, independent of their current health status;
- FCNs will be distributed across the region on the basis of the percentage of +65 year olds and the areas of competence;
- FCNs will define the necessary methods of intervention (coordinating with informal carers and family too). The frequency of their visits will be coordinated with staff of the semi-residential care homes, health and social services of reference, GPs and paediatricians in the area;
- The FCN will carry out a multidimensional health assessment of the person, based on the use of the frailty-screening tool developed in the SUNFRAIL project

6.1.3 Greece

Opportunities

UTH will continue to nurture contacts with local health authorities in Thessaly many of whom have already been made aware of ENhANCE during the "Open Study Days" conducted in Y2. This will hopefully lead to the knowledge and outcomes produced by ENhANCE to be further used by local authorities to improve community-based services for its citizens. More widely, also nurses working with certain patient groups such as the elderly, those with mental health issues or school nurses can be particularly interested in the ENhANCE project.

Due to a large number of health facilities, a large number of nurses and the ageing demographic in the region of Thessaly, it is expected that there will be ample opportunities to apply and further spread the outcomes of ENhANCE. UTH will thus continue to actively engage with relevant stakeholders and networks at the local and regional level through its participation at relevant dissemination opportunities (seminars, conferences etc) with the specific aim to focus on the benefits derived by communities and improved community health by investing and further developing Family and Community Nurses. Finally, engagement and developing new relations and relevant partnerships will also help in establishing new scientific communities and contribute to the evidence base.

HMU as the main ICT providing technical partner of ENhANCE, will continue to host the official project website www.enhance-fcn.eu for an additional 3 years meaning that all public deliverables and key project results will continue to remain visible and available for a significant duration after the project officially ends.

In the context of an Educational training programme targeting nurses operated by the 7th YPE (7th District Health administration of Crete), an opportunity focusing on Crete will be to ensure the

inclusion in this training programme of those learning outcomes of the ENhANCE European FCN Curriculum relevant for homecare provision, in particular, focusing on interventions on older and frail adults. In the frame of this programme, nurses would participate in seminars and online learning via webinars.

Challenges

Nurses are a major actor and have a key role in achieving healthier, disease-free communities. The main challenge perceived by UTH will be in attaining acceptance of the academic community of the outcomes of the FCN pilot, and the possibility to integrate part or all the ENhANCE Greek FCN Curriculum into future's academic postgraduate and undergraduates' programs of UTH.

The main challenge identified from the point of view of academia is inadequate financial resources that need to be secured to be able to ensure regular and continuous delivery of an FCN educational training programme in view of competing demands and needs.

Another potential barrier that needs to be addressed is the importance of getting prior official recognition of the FCN professional profile as well as the associated specialization/qualification of Family and Community Nurse (FCN).

Official recognition of the FCN professional profile will be extremely important. Currently, there are no specific care management guidelines issued by the Greek National Health Service in the field of prevention, rehabilitation and the care of older and frail persons with disabilities, which leads to a very different implementation and operation of primary care –with care plans, even within one and the same region such as Crete, showing great variation such as to what extent nursing interventions are referred to. This calls for the need of official health care guidelines (especially those concerning family care) to explicitly refer to the FCN professional profile as this will be the most effective way to foster a greater implementation of the FCN Curriculum across Greece.

At the regional level, the complex multi-level partnership between stakeholders and organizations (both hospitals but also the primary healthcare units) is the most frequently identified socio-institutional enabler.

Next steps

The UTH Department of Nursing will in Y3 explore opportunities of implementing the ENhANCE FCN Curriculum also targeting secondary schools in the area of Thessaly. After the end of the implementation of the Greek FCN Pilot, the possibility of creating a specific Master degree in FCN at the UTH Nursing Department will be further investigated.

Another important exploitation pathway for UTH will be to widely communicate the FCN European Curriculum as well as the Greek FCN Curriculum to other Nursing Departments across Greece, to encourage their uptake and interest in this domain. This will be done through more focused contacts between UTH Nursing Department with other higher educational institutes and VET providers.

Finally, UTH also plans to share the UTH developed FCN curriculum with the Department of Education of the Ministry of Health, to further explore avenues to integrate community nursing as a separate specialisation along with current 1-year nursing specialisations offered in the field of surgery, paediatrics and mental health.

HMU will be including a specific course entitled "Family Nursing" in the Syllabus of the HMU Nursing Department for the Academic year 2019-20 which will be delivered to nursing students as a concrete activity and thus enhancing the sustainability of the project. In this context, the aims and results of ENhANCE will also be presented.

Given that partnerships are required to ensure the generation of multiple benefits from FCN curriculum, and taking into consideration the impact of the results to stakeholders and end-users, the next important steps will be for HMU together with UTH see how to further develop and implement the FCN Curriculum at the level of Master of Science.

6.1.4 Portugal (Future Balloons)

Opportunities

At the moment, the involvement of direct stakeholders in FUTB are universities, and the main effort will be to promote the key results such as the European FCN curriculum so that they can adapt their existing curricula.

Challenges

The main barrier that FUTB has encountered is the reluctance of the Portuguese Order of Nurses[8] to acknowledge the ENhANCE project outcomes, in the context of them being the main competent authority at the national level that are legally competent to make and propose changes that implicate the nursing profession. This means that Portuguese higher educational institutions offering study programmes or postgraduate courses in the field of nursing, need to have these accredited by the Portuguese Order of Nursing. Given the strict regulation of FCN training in Portugal, and with a view that no Portuguese FCN pilot was envisaged, the best approach to extend the ENhANCE project outcomes and maximise their sustainability is to adopt more general and widely encompassing approaches, as proposed by FUTB below.

Next steps

For the next year, FUTB will:

- Establish and execute a communication plan targeting all national higher education institutions that offer nursing courses.
- Inform the representatives of the Ministry of Health about the result of the project
- Promote new projects on the basis of EnHANCE with new organisations, including the Services of Health.

6.2 General exploitation and sustainability activities targeting Supporting Partners

Using the SEAM as a basis, engagement with key external stakeholders will be achieved on the basis of a survey targeting "Supporting Partners". As already explained, these Supporting Partners are stakeholders who are willing to be updated about the project progress and to provide feedback on the main results. According to the project proposal, around 20 Supporting Partners are to be identified by ENhANCE partners, and will be consulted through a particular section of the ENhANCE website.

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[8] Ordem dos enfermeiros, see: https://www.ordemenfermeiros.pt/

These Supporting Partners will be invited to provide their feedback to key ENhANCE project outcomes by responding to a short online survey. As mentioned in section 4.1, they will be facilitated in this process through the use of short explanatory videos/animations and other visuals.

6.3 Exploitation and sustainability activities via European-based networks

6.3.1 EASPD

Opportunities

As a result of the visibility and promotional activities, EASPD stakeholders have shown interest in the ENhANCE project outputs and inquired further information about the developments of the project.

Clearly, the FCN profile could enable both independent and community-based living representing not only a key health professional providing community-based care but providing a key link between the individuals' needs from both health *and* social services e.g housing, home-based services, employment services etc.

Challenges

EASPD is a network of service providers with persons with disabilities, and therefore their direct contacts are not directly with the nursing domain and project results will mainly be made available indirectly via their membership of social service providers.

EASPD comfort zone lies with social service providers for persons with disabilities, centred on a human rights-based focus on inclusion, self-directed support and full participation in society with the UN CRPD as driving backbone for their work. Core aspects of their work are focused on independent living, moving towards deinstitutionalisation and fostering community-based living. Support services in this context are of a wide range spanning areas and specific needs such as housing, healthcare, education, employment and culture.

Next steps

Given this more indirect link to healthcare, EASPD will be able to advocate for the importance of the FCN as an important professional in integrating the health and social needs of individuals with disabilities and will strive to ensure that ENhANCE project results will reach EASPD members i.e social service providers to persons with disabilities.

In this third year, EASPD will engage and concretely target its members from Finland, Greece and Italy (the countries where the three FCN localized curricula were developed and where the three pilot courses are currently being piloted) to ensure that the project results are widely spread to relevant stakeholders in the respective countries and thereby promoting their sustainability through their support. EASPD will invite EASPD stakeholders in these countries to increase the impact and sustainability of the ENhANCE results by providing their input to the project outcomes as Supporting Partners.

6.3.2 Eurocarers

Opportunities

Eurocarers' core mission is to raise awareness about the significant contribution made by (mostly unpaid) informal carers to our health and social care systems and the need for better policies to recognise, empower and support them.

Eurocarers, therefore, emphasises the need for people-centred community-based care and in particular in the domain of long-term care and increased care delivered in people's homes, the particular need for better integration across social and health care and better care coordination between health professionals and informal carers in the care provision. The role of the FCN Professional Profile could be seen as an efficient investment as combined with the increased use of digital technologies it can lead to more efficient care provision in the home, thus also supporting informal carers.

The main stakeholder engagement routes at European level for Eurocarers will in this context be with European Commission services such as DG EMPL and DG SANTE, and also raising more awareness of the project results among its members who are both carers organisations at national and regional level but also academia and research agencies at national and regional level active in the domain of long term care and caring.

Challenges

As informal carers are not generally involved in designing or delivering nursing education or active in the field of regulating or recognising specialisations in the nursing profession. Eurocarers main contribution will therefore mainly lie in continuing to emphasise and raise awareness about the role of the FCN Profile as a key actor and a vital part of delivering integrated community-based care, working together and communicating with informal carers.

Next steps

Eurocarers will identify some key Supporting Partners coming from the Eurocarers membership, targeting in the first place carers organisations, especially in those countries where the FCN pilots are currently running (i.e. Finland, Greece and Italy) and where the potential for an increased recognition of the FCN profile and the uptake of the FCN Curriculum may find ways to expand to other regions.

Eurocarers will also raise the importance of the need of highly qualified and motivated healthcare staff, and the importance of competent community-based care staff, and the support needs of carers in particular in coordinating the drafting of D7.3.4 "Recommendations for Efficient investments in FCN professionals for public and private employers", which will be preceded by the final ENhANCE Public conference aimed at gathering all relevant key stakeholders to further discuss and disseminate project results.

6.3.3 EIP on AHA

Opportunities

Due to SI4LIFE active involvement in EIP on AHA, they will identify a number of Supporting Partners who can provide further feedback about ENhANCE from the perspective of different EU Member States. This type of wider feedback will in turn assist in the development of recommendations for efficient investments in FCN and also integrate some of the perspectives in the final ENhANCE project outcomes such as the FCN European Curriculum.

SI4LIFE will continue to raise and discuss the topic of "Family and Community Nurses role in EU primary care" during future meetings of EIP on AHA as this will not only enable discussions with

a number of different stakeholders (representatives of public entities, hospitals, academia, etc.) but may also eventually result into new projects ideas, building on ENhANCE project results and further developing the FCN role in primary care.

In addition, with the support of ENhANCE project partners SI4Life, ALISA and the University of Genoa, the Liguria Region has renewed its application and successfully been awarded Reference Site status under the EIP on AHA with 3 out of 4 possible stars[9]. Reference Site status is granted to those organisations and institutions who have demonstrated the existence of comprehensive strategies to advance innovation and to understand and address the challenges of delivering health and care services to the ageing population. In the application, Liguria Region emphasised the work carried out in their region concerning Family and Community Nurses, and direct links with the ENHANCE project were cited.

Challenges:

The main challenge will be to scale up of this regional innovative solution in Regione Liguria and to ensure a similar approach could be applied in other EU regions and cities, on the basis of the proposed FCN care model.

Next steps:

In view of the Regione Liguria renewed "Reference Site" status, the next steps will be to in this Quadruple Helix partnership that involve relevant actors from health and care organisations, service providers, innovators, civil society and research centres, to further advance the implementation of the development of the ENhANCE project outcomes such as the FCN professional profile and core curriculum, thus driving regional innovation in active and healthy ageing.

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[9] Reference Sites in EIP on AHA https://ec.europa.eu/eip/ageing/reference-sites_en

7 Discussion and Conclusions

In response to project developments of the second year, this report has provided an updated Exploitation and Sustainability strategy and has described the main objectives targeted at various stakeholder categories to ensure a successful uptake and sustainability of the project Exploitable Results. This deliverable has aimed to describe the main exploitation activities undertaken by the Alliance partners throughout Year 2 in the time period 01/01/2019 to 31/12/2019 summarised in Section 3, the Exploitation Activities Report. This is followed by an updated Exploitation and Sustainability Strategy as well as an Exploitation and Sustainability Plan for Year 3 i.e for the period 01/01/2020 to 31/12/2020.

The exploitation activities in the second year have mostly been focused on collecting and integrating the feedback and views of stakeholders external to the project, and who have been actively involved and participating in the three pilots. These are stakeholders who constitute the principal and central stakeholders needed for implementing the FCN curriculum i.e. VET providers; nursing teachers/trainers; and graduate nurses. Their feedback will be essential in further improving the final version of the curriculum, guidelines and other learning tools.

Another activity has been the continued identification of additional relevant stakeholders (reflected in an updated SEAM). Contacts with these stakeholders in Y2 has largely been consolidated via the various dissemination activities and events attended by Alliance partners (for more details, see D7.1.3). In this third and final year, it will be increasingly important to further engage with these stakeholders as their input may also be vital in view of a potential recognition and endorsement e.g. of the FCN Professional Profile and/or FCN Curriculum and to identify and reduce barriers that may hinder uptake of ENhANCE project outputs.

It should be noted that since both (higher) education, as well as healthcare (including primary and community care), is a national competence, and often organised and funded at regional level, this will in a way influence and affect the uptake of key project outcomes e.g. the FCN Professional Profile and FCN Curriculum, as exploitation pathways will need to consider different stakeholders to be targeted, adapted to the different implementation contexts.

In Y2, an important exploitation pathway at European level, with which further engagement is planned also in Y3, is through project partners actively involved in the European Innovation Partnership on Active and Healthy Ageing, EIP on AHA. Specifically, the Liguria Region is championing the FCN profile as a strategic resource in their community care and home care programme. This could be a key pathway not only to showcase the FCN PP and Curriculum but also to get further awareness, visibility and interest from other regions across Europe who are planning to transition to more community-based primary health care.

The main weaknesses to achieving wider exploitation of ENhANCE outcomes, as perceived by some of the ENhANCE partners, seems to be organisational/institutional and financial. For instance, as noted by the Italian project partner and regional health authority of Liguria, ALISA (see section 6.1.2), an important issue and barrier to wide implementation of the FCN Professional seems to be the current lack of evidence or performance indicators that can clearly demonstrate that investing in FCNs to provide community-based care not only improves quality of life but also decrease healthcare expenditure of the national health service. At the same time, there may be a need for a "cultural" change: The *EC Expert Panel on Effective Ways of Investing in Health*[10] in their recent opinion on "Options to foster health-promoting health systems" [2] underscores the

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[10] The Expert Panel on Effective Ways of Investing in Health https://ec.europa.eu/health/expert_panel/home_en

need to invest in developing a dedicated health workforce for health promotion. Importantly, the Opinion mentions that evidence supports the impact and cost-effectiveness of a range of community-based approaches for population health promotion including, for example, enhanced services delivered by community nurses.

Another issue of relevance to sustainability, and as mentioned by HMU, Greek project partner (see section 6.1.3), is the prevalence of organisational and institutional barriers and the need for official recognition by relevant regulatory authorities of the FCN Professional Profile, which is a prerequisite for official care management guidelines issued by the Greek National Health Service to refer to this profile, thus fostering subsequent uptake in care plans, which in turn would trigger the demand for a more comprehensive provision of FCN specialisations across the country.

Given that regions even in one and the same country may differ substantially in terms of their maturity levels concerning, for instance, the scale of implementation of integrated care, the focus for year 3 will be for partners to develop specific and concrete activities to exploit results stemming from the pilots in Italy, Finland and Greece. In addition, based on the updated exploitation and sustainability plans for Y3 and the identified challenges, it will be necessary to take more concrete measures such as formal commitments, MoUs to ensure implementation of key outcomes such as the ENhANCE FCN Curriculum within VET providers and higher educational institutes, formal recognition of the FCN Professional Profile by national nursing bodies.

Finally, to expand our vision on potential pathways for exploitation, a key activity in Y3 will be to continue identifying the main barriers and those key actors who can support ENhANCE outcomes to reach greater sustainability. This will be done by specifically targeting our stakeholder engagement with key external stakeholders, who as *Supporting Partners* are willing to provide their feedback and views on the exploitable results of ENhANCE.

The outcomes of the exploitation and sustainability activities in year 3 will also provide the major direction to draft a first set of "*Recommendations for Efficient Investments in FCN professionals for private and public employers*" (D7.3.4), which can be finalised in view of the discussions the Final ENhANCE Conference planned around Month 33.

8 References

1   AIFEC Position Paper on the Family and Community Nurse, 2019
https://www.aifec.it/blog/2019/11/26/position-paper-infermiere-di-famiglia-e-di-comunita-2019/

2   Expert Panel Opinion "Options to foster health promoting health systems", 2019
https://ec.europa.eu/health/expert_panel/sites/expertpanel/files/docsdir/025_healthpromoting_healthsystems_en.pdf

Appendix 1, updated SEAM (Nov 2019)

Stakeholder Engagement Assessment Matrix (Update Nov 2019)

Stakeholder	Category	Power/influence — Stakeholder power or influence over the project (Low, Medium, High)	Level of interest — Stakeholder interest in the project? (Low, Medium, High)	What is important to the stakeholder?	How could the stakeholder contribute to the project?	How could the stakeholder block the project?	Strategy for engaging the stakeholder (including specific activities)	Provided by
Ordine Infermieri Genova	Professional associations (nursing, elearning)	Medium	Medium	The Order has an interest in the development of a European curriculum or the family nurse	The Order can contribute by sharing the project, offering training events on the theme and stimulating the interest of young graduates in family nursing	Being a reference for nurses, the Order could reduce the positive perception of nurses towards family nursing.	The Order has been informed of the project, at the moment it is organising a training event on the family nurse by the Ifecs of the Consenso	AUSA
AIFEC-Associazione infermieri di famiglia e Comunità	Professional associations (nursing, elearning)	high	high	The goal of the Family and Community Nursing Association, AIFeC, is to recognize the role of the Family and Community Nurse in primary care in Italy as a key professional, together with the General Practitioner and other actors of primary care, promotion and protection of the health of citizens.	Aifec can contribute in the role of an expert and in the dissemination of project results in Italy. Aifec is therefore extremely interested in the development of a European curriculum for the Ifec		Aifec is involved in the project as an expert in the definition of the curriculum	AUSA
FIMMG- Federazione italiana medici di Famiglia-Liguria	Professional associations (nursing, elearning)	high	high	The Family nurse and General Practitioner are the main players in primary care	The association plays an important role in disseminating information on family nurses among the (General) Practitioner. The willingness of General Practitioners to collaborate with Ifecs in the care of the citizen is of extreme importance.	The nonsharing of the project could lead to misunderstandings, positions and lack of cooperation.	direct involvement, constant information on existing projects (Enhance, Consensus, Caretis)	AUSA
Università di Torino - Dipartimento di scienze cliniche e biologiche	Higher Educational Institute or VET provider	Medium	Medium	The University of Turin has been providing the master's degree in family and community nursing for over ten years, their interest in the European curriculum for FCN.	their experience, also strengthened by the CONSENSO project, can help us to implement the pilot.	No answer	project sharing	AUSA
CONSENSO project	Social service providers (public and private) incl NGOs	Medium	Medium	The aim of the CONSENSO project is to develop a care model that puts the elderly at the centre of health and social care, building on the crucial role of the Family and Community Nurse	analysis work and the content of pilot projects can be useful	No answer	project sharing	AUSA
MEDICOOPGENOVA (association of doctors)	Professional associations (nursing, elearning)	Medium	low	This association of doctors has shown a strong interest in the project and they would like to stay in contact with us and possibly establish collaborations / interactions, because they strongly believe the collaboration between FCNs and doctors is essential.	This is still to be defined. We have just had a preliminary contact with them and agreed that we will keep in touch again at a later stage of the project.	No answer	project sharing	CNR-ITD
APS MAYA "SALUTE E' BENESSERE" (no profit association with social-health charter)	Professional associations (nursing, elearning)	Medium	Medium	No answer	No answer	No answer		CNR-ITD
University of Ascoli Piceno (Faculty of Nursing Sciences)	Nursing students	medium	low	The student, in accordance with his supervisor, has contacted us because they would like to conduct a research study on our project, basing on the thesis work the student is already carrying out.	This is still to be defined. There might be some collaboration in the phase of pilots.	N.A.		CNR-ITD

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EASPD Standing Committee on Inclusive Living	Social service providers (public and private) incl NGOs	Medium	Medium	SC on inclusive Living: discusses about strategic and practical ways to implement the UN CRPD Art. 19 in EASPD's member organizations and collects & exchanges models of good practice in the field of de-institutionalisation and (supported) housing. This includes: access to a range of in-home, residential and community services, including personal assistance necessary to support living and inclusion in the community rather than isolation or segregation	Raising awareness of the project's results within their local networks	N.A	The membership of the group EASPD will provide information about the aims and developments of the project via face-to-face meetings (2 annual meetings) and through targeted information (newsletter articles) sent to the membership of the group.	EASPD
EASPD Interest Group of Workforce Development	Social service providers (public and private) incl NGOs	Medium	Medium	The EASPD Interest Group on Workforce Development and Human Resources (IG on WD&HR) aims to promote high standards of knowledge, skill and understanding (i.e. competence) within the social care workforce of Europe in general and amongst EASPD members in particular as a means of delivering good quality services. This refers to all staff (social workers and health care professionals) working in social services.	Raising awareness of the project's results within their local networks	N.A	EASPD will provide information about the aims and developments of the project via face-to-face meetings (2 annual meetings) and through targeted information (newsletter articles) sent to the membership of the group.	EASPD
European research platform for inclusive community planning and service development for people with disabilities (EURECO) -	Sectoral initiative, research or innovation platform/project	Low	Low	Around 30 research institutions and universities working on issues related to community planning and service development for people with disabilities. The platform fosters sharing of scientific knowledge and evidence across stakeholder groups and enables mutual and cooperative learning and the generation of new knowledge and approaches towards inclusive community planning as a basis for reaching out to decision makers.	Raising awareness of the project's results within their local networks	N.A	EASPD will provide targeted information (newsletter articles) sent to the membership of the group.	EASPD

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EASPD general membership	Social service providers (public and private) incl NGOs	Low	Medium	No answer	Raising awareness of the project's results within their local networks	N.A	EASPD will produce a webpage on its website for the project. The project's developments will be regularly included in newsletter articles which are sent to around 3300 contacts and shared on our social media (Facebook, LinkedIn, Twitter). The project leaflet and any other relevant publications will be presented at the EASPD project stand during our 2 annual conferences (extended by around 250-300 participants - representing service providing organizations, research institutions, local-regional-national authorities as well EU officials). The project will also be disseminated during our national events (Provider Forum) which are organised in around 10 European countries as well as events organised in partnership with EU institutions.	EASPD
Greek Ministry of Education, Research and Religious Affairs	Authorities and decision makers in field of health and community care	Medium	Medium	The results of the project should be part of the policies at central level	Addressing educational programs and policies regarding the skills of FCN	Adopting policies that oppose the results of the project	Information and feedback annually	ENE
Greek Ministry of Health	Authorities and decision makers in field of health and community care	Medium	Medium	The results of the project should be part of the policies at central level	Addressing programs and policies regarding the skills of FCN in the PCH system	Adopting policies that oppose the results of the project	Information and feedback annually	ENE
Department of Nursing of the National and Kapodistrian University of Athens	Nursing teachers and trainers	high	high	Redefining the Professional Profile of FCN regarding the actual demands by both public health care institutions and private service providers	Designing a Curriculum for FCN according the project results	Not accepting the project's results on the Professional Profile of FCN and the Curriculum requirements	information and feedback meetings every six months	ENE
Department of Nursing of the Technological Educational Institute of Athens	Nursing teachers and trainers	high	high	Redefining the Professional Profile of FCN regarding the actual demands by both public health care institutions and private service providers	Designing a Curriculum for FCN according the project results	Not accepting the project's results on the Professional Profile of FCN and the Curriculum requirements	information and feedback meetings every six months	ENE
NGO "EDRA"	Social service providers (public and private) incl NGOs	high	Medium	Maximizing quality of care for Mental Health and Mental Restoration in Family and Community Area	Communicate with the others stakeholders to express their support for the new definition of FCN PP and Curriculum	Lack of support of local curricula based on an EU professional profile	information and feedback every six months	ENE
VET Center in 'Sotiria' Chest Diseases Hospital	Higher Education Institute or VET provider	high	Medium	Redefining the Professional Profile of FCN regarding the actual demands by both public health care institutions and private service providers	Designing a Curriculum for FCN according the project results	Not accepting the project's results on the Professional Profile of FCN and the Curriculum requirements	information and feedback every six months	ENE

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General Oncological Hospital of Kifisia "Agioi Anaryiroi"	Public healthcare organisations	Medium	Medium	The results of the project could maximize the quality of the Home Care Services for people suffering from long-term illnesses	Communicate with the others stakeholders to express their support for the new definition of of FCN PP and profile	Lack of support of local curricula based on an EU professional profile	Information and feedback every six months	ENE
Municipality of Algaleo	Social service providers (public and private) incl NGOs	Medium	Medium	The results of the project could maximize the quality of the first-level social care Municipality assistance to elderly, lonely people and people with disabilities who lack sufficient financial resources.	Addressing programs and services regarding the skills of FCN in the FCH system	Adopting policies that oppose the results of the project	Information and feedback annually	ENE
Municipality of Peristeri	Social service providers (public and private) incl NGOs	Medium	Medium	The results of the project could maximize the quality of the Municipality social care for the elderly and people with disabilities.	Addressing programs and services regarding the skills of FCN in the FCH system	Adopting policies that oppose the results of the project	Information and feedback annually	ENE
NGO "Nostos"	Social service providers (public and private) incl NGOs	High	Medium	Maximizing quality of care for the patients in Family and Community Area	Communicate with the others stakeholders to express their support for the new definition of of FCN PP and Curriculum	Lack of support of local curricula based on an EU professional profile	Information and feedback every six months	ENE
Asociacion de Enfermeria Comunitaria	Professional associations (nursing, elearning)	high	high	No answer	opinion, dissemination	N.A	feedback on results	sialite
Asociacion Castellano Leonesa de Enfermeria Familiary Comunitaria, ACALEFYC	Professional associations (nursing, elearning)	high	high	No answer	opinion, dissemination	N.A	feedback on results	sialite
Federacion de Asociaciones de Enfermeria Comunitaria y Atencion Primaria (FAECAP)	Professional associations (nursing, elearning)	Medium	Medium	No answer	No answer	N.A	feedback on results	sialite
Centre for Research and Innovation in Care (CRIC), UNIVERSITEIT ANTWERPEN	Sectoral initiative, research or innovation platform/project	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	sialite
Facultad de enfermeria Valladolid	Higher Educational Institute or VET provider	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	sialite
University of Rome "Tor Vergata"	Higher Educational Institute or VET provider	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	sialite
Health School of the Universidade of Trás-os-Montes and Alto Douro	Higher Educational Institute or VET provider	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	sialite
Nursing School of Porto, Portugal	Higher Educational Institute or VET provider	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	sialite

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INTERNATIONAL FAMILY NURSING ASSOCIATION (IFNA)	Professional associations (nursing, elearning)	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	4life
SPESF - Sociedade Portuguesa de Enfermagem de Saúde Familiar	Regulatory bodies for nursing education	high	high	No answer	opinion, dissemination, exploitation	N.A	feedback on results	4life
AGE Platform	Sectoral initiative, research or innovation platform/project	high	high	Impact on Older Adults	opinion, dissemination, exploitation	N.A.	feedback on results	S4LIFE
7th Region of Healthcare - Crete island/body Ministry of Health	Authorities and decision makers in field of health and community care	high	high	It is Administrative body of Ministry of Health in Greece and managing the Public healthcare services in the region of Crete island, Greece	The administrative Office will desiminate FCN curriculum to the University and General Hospitals that operated under its administration. Also, to raise awareness of the FCN guidelines in order to will be aplied by its healthcare professionals in order to provide primary healthcare services.	possible, no block issues	Personal contact and by officially recruiting via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
University Hospital of Heraklion - PAGNI	Public healthcare organisations	Medium	Medium	It is important for the General Hospitals as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Chania	Public healthcare organisations	Medium	Medium	It is important for the General Hospitals as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Rethymno	Public healthcare organisations	Medium	Medium	It is important for the General Hospitals as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the (General hospital) General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU

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General Hospital of Agios Nikolaos	Public healthcare organisations	Medium	Medium	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Sitia	Public healthcare organisations	Medium	Medium	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Ierapetra	Public healthcare organisations	Medium	Medium	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Neapolis	Public healthcare organisations	Medium	Medium	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
General Hospital of Heraklion - Venizeleio	Public healthcare organisations	Medium	Medium	It is important for the General Hospital as provide primary healthcare services to outpatients that live in community and counceling to their families members	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	via newsletters from ENhANCE website. Also, by links of ENhANCE official website to its web interfaces presenting the main aspects of the project.	HMU
Municipality of Heraklion (Social services)	Social service providers (public and private) incl NGOs	high	high	The Social Development Division of the Municipality of Heraklion is responsible for the design and implementation of social policy, gender equality policies and for the protection and promotion of public health in the Municipality, by taking appropriate measures and regulating the relevant activities.	Voluntary, by increasing the awareness of community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	Updating to the nursing staff of the aspects and the context of the FCN curriculum in order to follow a new professional profile in their daily nursing practice.	HMU
Municipality of Chania (Social services)	Social service providers (public and private) incl NGOs	high	high	The Social Development Division of the Municipality of Heraklion is responsible for the design and implementation of social policy, gender equality policies and for the protection and promotion of public health in the Municipality, by taking appropriate measures and regulating the relevant activities.	Voluntary, by increasing the awareness of community outpatients. This is very important for the General hospital taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	Updating to the nursing staff of the aspects and the context of the FCN curriculum in order to follow a new professional profile in their daily nursing practice.	HMU

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Municipality of Rethymno (Social services)	Social service providers (public and private) incl NGOs	high	high	The Social Development Division of the Municipality of Rethymno is responsible for the design and implementation of social policy, gender equality policies and for the protection and promotion of public health in the Municipality, by taking appropriate measures and regulating the relevant activities.	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	Updating to the nursing staff of the aspects and the context of the FCN curriculum in order to follow a new professional profile in their daily nursing practice.	HMU
Municipality of Agios Nikolaos (Social services)	Social service providers (public and private) incl NGOs	high	high		Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	Updating to the nursing staff of the aspects and the context of the FCN curriculum in order to follow a new professional profile in their daily nursing practice.	HMU
Municipality of Ierapetra (Social services)	Social service providers (public and private) incl NGOs	high	high	The Social Development Division of the Municipality of Herslion is responsible for the design and implementation of social policy, gender equality policies and for the protection and promotion of public health in the Municipality, by taking appropriate measures and regulating the relevant activities.	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	Updating to the nursing staff of the aspects and the context of the FCN curriculum in order to follow a new professional profile in their daily nursing practice.	HMU
NGO Heraklion association of Alzheimer Disease and related disorders "ALLILEGII"	Social service providers (public and private) incl NGOs	Medium	high	The organisation relies on volunteers and personal contributions as well as space to operate donated by spiritual Centers, parishes or Centers for the elderly. Therefore, it has to limit training activities to evenings when such spaces become available. Also, NGO Allilegii attempt to detect new cases of dementia in the community applying neuropsychological evaluations and provide briefing, training and emotional support to the relatives and care-takers of the patients as well as dementia patients.	Voluntary, by increasing the awareness of the community outpatients. This is very important for the General hospital, taking into consideration that working with Community outpatients offers fast access to care close to home giving to project the opportunity to deliver a completely fresh approach to community and family care.	possible, no block issues	By conducting happenings and various other events of scientific and social character, organising and participating in conferences, scientific meetings and educational seminars for health professionals and caregivers in the center of the city but also in villages of the whole Heraklion Region.	HMU
municipality of Levadia	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
municipality of Thiva	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
municipality of Chalkida	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
municipality of Karpenisi	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH

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Stakeholder	Category	Power/influence — Stakeholder power or influence over the project? (Low, Medium, High)	Level of interest — Stakeholder interest in the project? (Low, Medium, High)	What is important to the stakeholder?	How could the stakeholder contribute to the project?	How could the stakeholder block the project?	Strategy for engaging the stakeholder (including specific activities)	Provided by
municipality of Lamia	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
municipality of Stylida	Social service providers (public and private) incl NGOs	Medium	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Technological Educational Institute of Lamia	Higher Educational Institute or VET provider	high	Medium	Interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Nursing Department, Technological Educational Institute of Lamia	Nursing teachers and trainers	high	Medium	Interesting on F.C.N	Give opinion on the curricula	N.A	Include him on email list for newsletters	UTH
NGO Agioi Anargiroi	Social service providers (public and private) incl NGOs	high	Medium	Interesting on F.C.N	Give opinion on the curricula	N.A	Include him on email list for newsletters	UTH
NGO Melpo	Social service providers (public and private) incl NGOs	high	Medium	Interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
NGO Xeri-xeri	Social service providers (public and private) incl NGOs	high	Medium	Interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Therapeutic of Chronic Diseases of Fthiotida	Public healthcare organisations	Low	Low	Possible interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Health Center of Almyros	Public healthcare organisations	High	Medium	Interesting on F.C.N	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Health Center Velestinou	Public healthcare organisations	High	Medium	No answer	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Health Center Mouzakiou	Public healthcare organisations	High	Medium	No answer	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
Health Center of Farsala	Public healthcare organisations	High	Medium	No answer	Give opinion on the requirements needing in F.C.N	N.A	Include him on email list for newsletters	UTH
IDIVAL - Instituto de Investigação Sanitária (Spain)	Sectoral initiative, research or innovation platform/project	Low	Low	They conduct research in the cross-disciplinary area of community health	With their research knowledge in teh field or community health	N.A	No answer	FUTB
City of Helsinki, Department of Social Services and health Care	Social service providers (public and private) incl NGOs	high	high	Feedback from pilots	Feedback from pilots	N.A	Will be marketing the pilot courses to them	UEF
City of Kuopio, Health Services Center	Social service providers (public and private) incl NGOs	high	high		Feedback from pilots	N.A	Will be marketing the pilot courses to them	UEF
European Specialist Nurse organisation (ESNO)	Professional associations (nursing, elearning)	Low	Medium	Umbrella organisation for specialist nurse associations at European level	Maybe be interested to contribute as Supporting Partner			EUROCARERS
European Federation of Nurses	Professional associations (nursing, elearning)	Medium	Low	Mission is to strengthen the status and practice of the general nursing profession at European level for the benefit of the health of the citizens	Maybe be interested to contribute as Supporting Partner	Not promote results	Contact secretariat and recruit as potential supporting partner	EUROCARERS
EU Health Policy platform	Sectoral initiative, research or innovation platform/project	Low	Medium	EU Health Policy Platform is an interactive tool and online platform to boost discussions about public health concerns, share knowledge and best practices.				EUROCARERS
European Innovation Partnership for Active and Healthy Ageing (EIP-AHA)	Sectoral initiative, research or innovation platform/project	Medium	High					EUROCARERS

Stakeholder Engagement Assessment Matrix
(Update Nov 2019)

Stakeholder	Category	Power/influence — Stakeholder power or influence over the project (Low, Medium, High)	Level of interest — Stakeholder interest in the project? (Low, Medium, High)	What is important to the stakeholder?	How could the stakeholder contribute to the project?	How could the stakeholder block the project?	Strategy for engaging the stakeholder (including specific activities)	Provided by
European Commission, DG EMPL, unit Modernization of Social Protection Systems	Authorities and decision makers in field of health and community care	High	Medium					EUROCARERS
European Commission, DG Sante.	Authorities and decision makers in field of health and community care	Medium	Medium					
WHO Primary Healthcare Advisory Group	Sectoral initiative, research or innovation platform/project	Medium	Medium					EUROCARERS
Expert Panel on Effective Ways of Investing in Health	Sectoral initiative, research or innovation platform/project	Medium	Medium	An interdisciplinary and independent group established by the European Commission to provide non-binding advice on matters related to effective, accessible and resilient health systems	Promote awareness for results of ENhANCE and role of FCN as an efficient investment in health systems			
Vice President and City Councilor Responsible for Health of the Liguria Region	Authorities and decision makers in field of health and community care	Medium	Medium	Interested in investing in FCN for Liguria Region, that is one of the Region of Europe with the highest number of elderly	Get citizens aware of the role of the FCN			CNR-ITD
City Councilor Responsible for Education and Youth policies of the Liguria Region	Social service providers (public and private) incl NGOs	Medium	Medium		Get citizens aware of the University of Genoa Master to become a Family and Community Nurse			CNR-ITD
Social cooperative Not only elderly	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD
Civil servants Liguria Region in social policies, third sector, immigration and equal opportunities	Social service providers (public and private) incl NGOs	Medium	Low					CNR-ITD
Italian Union for Combating Muscular Dystrophy and Manager of the elderly and disabled area of the Agora cooperative	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD
Social services – Rapallo municipality	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD

Stakeholder Engagement Assessment Matrix
(Update Nov 2019)

Stakeholder	Category	Power/influence Stakeholder power or influence over the project (Low, Medium, High)	Level of interest Stakeholder interest in the project? (Low, Medium, High)	What is important to the stakeholder?	How could the stakeholder contribute to the project?	How could the stakeholder block the project?	Strategy for engaging the stakeholder (including specific activities)	Provided by
Association for combating brain ictus – Alice Italia	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD
Technical training, Social Policies Directorate – Municipal district of Genova	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD
Social Policies Sector of the Liguria Region	Social service providers (public and private) incl NGOs	Medium	Medium					CNR-ITD

Appendix 2 - HMU Letter of Interest

HELLENIC REPUBLIC
MINISTRY OF HEALTH
7TH HEALTH REGION OF CRETE
3rd klm of National Road Heraklion-Moires,
Heraklion, Crete, Greece
71500
Tel: +302813404419
Fax: +302810331570
Email: info@hc-crete.gr

Heraklion, 07 January 2019

To:

Francesca Pozzi, Coordinator of the ENhANCE Project, *Istituto per le Tecnologie Didattiche (ITD), Via de Marini 6, 16149 Genova, Italy*

- Christos Kleisiaris, Assistant Professor in Home-Care Nursing, *Nursing Department -Technological Educational Institute of Crete*
- All partners,

Subject: "Expression of interest in participating in the pilot training courses of nurses"

Dear ENhANCE Project Coordinator and Partners,

The 7th Health Region of Crete has been authorized by the Ministry of Health in the administration and supervision of the Southern National Healthcare System (NHS) of Greece. The 7th Health Region of Crete ensures the proper functioning of the NHS at regional level by coordinating and managing all healthcare settings (Hospitals, Primary Healthcare Centers, General Practitioners Offices, etc.).

Given the current reformation of the Primary Health Care System in Greece, it is considered of crucial importance for our nurses presently working in Primary Care to receive appropriate knowledge and skills offered by the delivered pilot courses of the ENhANCE project.

Therefore, the administrative authorities of the 7th Health Region of Crete would appreciate an opportunity to express their interest in participating in the project as a stakeholder.

We remain at your disposal for any further information and look forward to your positive response.

Stelios Dimitrakopoulos

DEPUTY MANAGER OF 7th HEALTH REGION OF CRETE

Appendix 3 – Final draft, Online *Supporting Partner* Survey

14/1/2020 Survey for supporting partners

Survey for supporting partners

Description of the survey goes here

blah blah blah

*Campo obbligatorio

1. **Please accept the following data policy to start the survey: I accept that data provided by means of this questionnaire will be stored exclusively for institutional purposes and will be managed in accordance with Article 13 of the EU General Data Protection Regulation 2016/679 (see Data Privacy Notice: https://www.itd.cnr.it/page.php?ID=Privacy). All the data will be processed anonymously, for the sole purpose of permitting statistical analyses for educational and research purposes. To this aim, Data Controller is ITD-CNR and the Data Processor are Francesca Pozzi [email: pozzi@itd.cnr.it], ITD-CNR [https://www.itd.cnr.it/page.php?ID=Privacy] and Google LLC. ***
   Contrassegna solo un ovale.

   ◯ Yes
   ◯ No   *Interrompi la compilazione del modulo.*

Your profile

2. **Name** *

   _____

3. **Surname** *

   _____

4. **Sex**
   Contrassegna solo un ovale.

   ◯ Female
   ◯ Male
   ◯ Prefer Not to Answer
   ◯ Altro: _____

5. **Age (in numbers)**

   _____

6. **Profession** *

   _____

7. **Institution** *

   _____

14/1/2020 Survey for supporting partners

8. **Stakeholder category** *
   Contrassegna solo un ovale.

   ◯ VET provider or VET system/network
   ◯ Regulatory body for nurses
   ◯ Association /network of nurses or non-profit organization representing nurses or dealing with community and family health
   ◯ Policy-makers in the health and training sector
   ◯ Altro: _____

S.1. Your opinions regarding the ENhANCE Professional Profile for Family and Community Nurse

Watch the following video (optional)

http://youtube.com/watch?v=gMpX-GTn-Qc
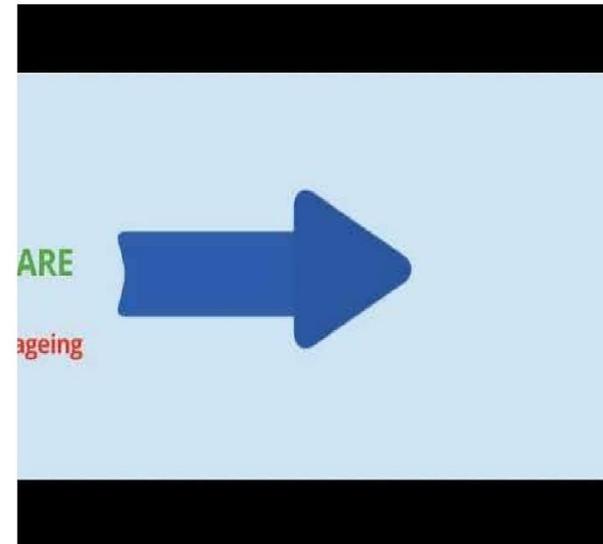
Access the following documents (highly recommended)

14/1/2020   Survey for supporting partners

28 competencies of the Family and Community Nurse [PDF file]
https://www.enhance-fcn.eu/download/3885/

Access the following documents (optional)

The first ENhANCE Project's newsletter
https://www.enhance-fcn.eu/2019/03/05/newsletter-1-spring-2019/

Skills Panorama
https://skillspanorama.cedefop.europa.eu/en/analytical_highlights/health-professionals-skills-opportunities-and-challenges-2019-update

9. Click "Yes" to proceed to the Section 1 of the survey *
   Contrassegna solo un ovale.

   ⬭ Yes

S.1. Your opinions regarding the ENhANCE Professional Profile for Family and Community Nurse

10. Do you think the ENhANCE project is targeting a real need of the Primary Health Care (PHC)? *
    Contrassegna solo un ovale.

    ⬭ Yes
    ⬭ No

11. Provide a rationale for your rating above

    _____
    _____
    _____
    _____
    _____

12. To what extent do you think the Professional Profile of the "Family and Community Nurse" is coherent with the needs of the current and future Healthcare and Social welfare context in Europe? *
    Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly incoherent	⬭	⬭	⬭	⬭	⬭	Extremely coherent

13. Provide a rationale for your rating above

    _____
    _____
    _____
    _____

14. To what extent do you think the Professional Profile of the "Family and Community Nurse" is coherent with the current and future health labour market in Europe? *
    Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly incoherent	⬭	⬭	⬭	⬭	⬭	Extremely coherent

15. Provide a rationale for your rating above

    _____
    _____
    _____
    _____

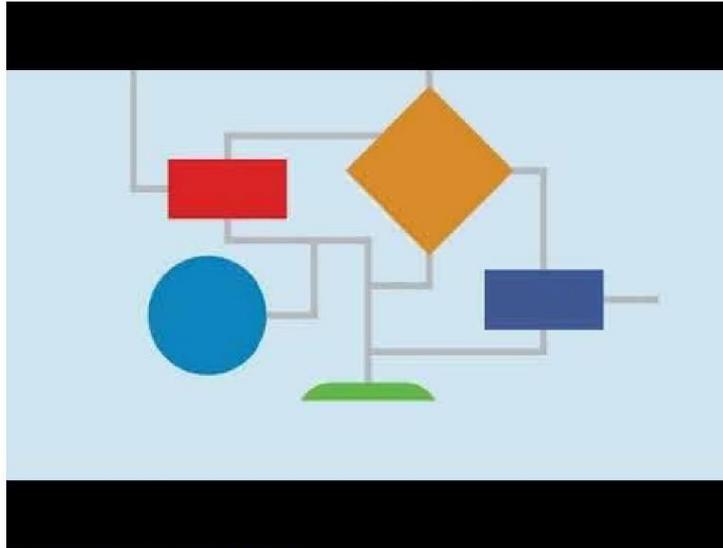## S.2. Your opinions regarding the ENhANCE European Curriculum for Family and Community Nurse

Watch the following video (optional)

14/1/2020   Survey for supporting partners

http://youtube.com/watch?v=EcqStyN58vA

Access the following documents (highly recommended)

European Curriculum for Family and Community Nurse (FCN) [PDF file]
https://www.enhance-fcn.eu/wp-content/uploads/2019/11/FCN-curriculum_abstract.pdf

16. **Click "Yes" to proceed to the Section 2 of the survey** *
Contrassegna solo un ovale.

⬭ Yes

S.2. Your opinions regarding the ENhANCE European Curriculum for Family and Community Nurse

---

14/1/2020   Survey for supporting partners

17. **To what extent do you think the European Curriculum for "Family and Community Nurse" is coherent with the competencies of the FCN Professional Profile?** *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly incoherent	◯	◯	◯	◯	◯	Extremely coherent

18. **Provide a rationale for your rating above**

_____

_____

_____

_____

19. **To what extent do you think the European Curriculum for "Family and Community Nurse" is adaptable to your own national context?** *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly inadaptable	◯	◯	◯	◯	◯	Extremely adaptable

20. **Provide a rationale for your rating above**

_____

_____

_____

_____

21. **How do you perceive the ability of the European Curriculum for "Family and Community Nurse" to support modularity?** *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly unable to support modularity	◯	◯	◯	◯	◯	Extremely able to support modularity

22. **Provide a rationale for your rating above**

_____

_____

_____

_____

23. How do you perceive the ability of the European Curriculum (EUC) for "Family and Community Nurse" to support practice sharing? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly unable to support practice sharing	◯	◯	◯	◯	◯	Extremely able to support practice sharing

24. Provide a rationale for your rating above

_____

_____

_____

_____

25. How do you perceive the ability of the European Curriculum (EUC) for "Family and Community Nurse" to support work based learning? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly unable to support work based learning	◯	◯	◯	◯	◯	Extremely able to support work based learning

26. Provide a rationale for your rating above

_____

_____

_____

_____

27. How do you perceive the ability of the European Curriculum (EUC) for "Family and Community Nurse" to support assessment? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly unable to support assessment	◯	◯	◯	◯	◯	Extremely able to support assessment

28. Provide a rationale for your rating above

_____

_____

_____

_____

29. How do you perceive the ability of the European Curriculum (EUC) for "Family and Community Nurse" to support recognition and validation of prior formal, informal and non-formal learning (RV)? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly unable to support RV	◯	◯	◯	◯	◯	Extremely able to support RV

30. Provide a rationale for your rating above

_____

_____

_____

_____

31. What is your impression about the overall efficacy of the European Curriculum (EUC) for "Family and Community Nurse" in terms of expected impact? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly ineffective in terms of impact	◯	◯	◯	◯	◯	Extremely effective in terms of impact

32. Provide a rationale for your rating above

_____

_____

_____

_____

_____

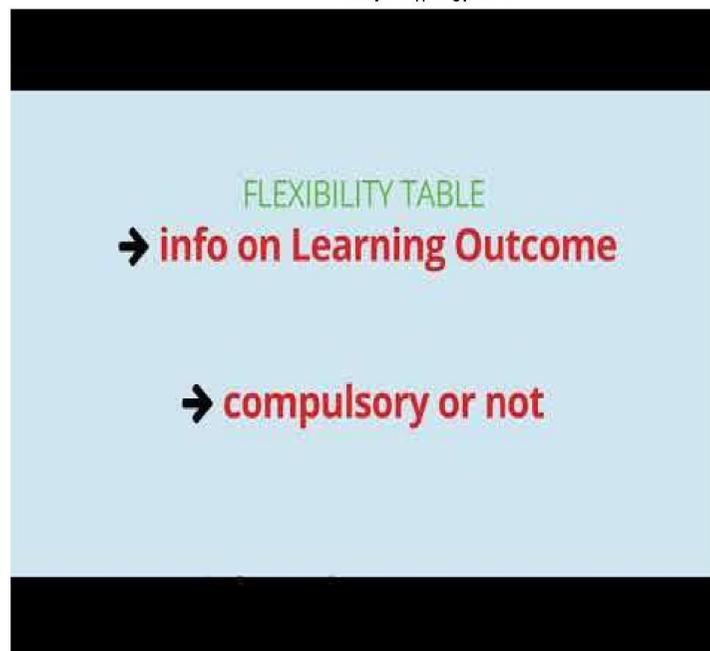**S.3. Your opinions regarding the ENhANCE Guidelines for VET providers**

Watch the following video (optional)

14/1/2020   Survey for supporting partners

http://youtube.com/watch?v=k4yGlzkewLE

Access the following documents (highly recommended)

D3.2.1 Guidelines supporting the design of local curricula – first release [PDF file]
https://www.enhance-fcn.eu/download/3226/

33. Click "Yes" to proceed to the Section 3 of the survey *
Contrassegna solo un ovale.

◯ Yes

S.3. Your opinions regarding the ENhANCE Guidelines for VET providers

34. How do you perceive the ENhANCE Guidelines in terms of usefulness? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly useless	◯	◯	◯	◯	◯	Extremely useful

35. Provide a rationale for your rating above

_____
_____
_____
_____
_____

36. How do you perceive the ENhANCE Guidelines in terms of usability? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly usable	◯	◯	◯	◯	◯	Extremely usable

37. Provide a rationale for your rating above

_____
_____
_____
_____
_____

38. What is your impression about the overall efficacy of the ENhANCE Guidelines in terms of expected impact? *
Contrassegna solo un ovale.

	1	2	3	4	5	
Utterly ineffective in terms of impact	◯	◯	◯	◯	◯	Extremely effective in terms of impact

39. Provide a rationale for your rating above

_____
_____
_____
_____
_____

Expression of interest

40. Do you think your organization is willing to test and/or adopt the "ENhANCE European Curriculum for Family and Community Nurse"? *
Contrassegna solo un ovale.

◯ Yes
◯ No

41. Please explain how this can be implemented

_____
_____
_____
_____

42. Please, leave us your email address if you wish to be contacted by the project to discuss further possible collaborations and the way to go

_____

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Google Forms

Appendix 4, Exploitation Monitoring Tool Template Reporting

**Request for Input to all Project Partner to update the
Exploitation and Sustainability Plan - D7.3.3.
Deadline for input: Thursday, 28 November 2019**

ACTIVITIES
Please describe the activities in which your organisation has engaged over the reported period (M12-24) to ensure the use and sustainability of the ENHANCE results beyond the project's shelf life.
(200 words)

OPPORTUNITIES
Please describe the main positive developments emerging from your interactions with (external) key stakeholders (see Exploitation guide attached) over the reported period.
(200 words)

CHALLENGES
What are the main barriers that remain to be addressed or overcome at your national/regional level to ensure a long-lasting impact and successful uptake of the project results? Please provide details as this will inform our efforts in year 3 (M25-36).
(200 words)

NEXT STEPS
On the basis of your answers hereabove, please describe your action plan for Year 3 (and beyond, where possible) in order to build on opportunities and address challenges regarding the exploitation of ENHANCE deliverables by relevant stakeholders. If relevant, feel free to coordinate with other ENHANCE project partners (e.g. in your country).
(200-300 words)

Further guidance

1. **The main identified stakeholder groups:**

ENhANCE target stakeholder groups
(for exploitation and sustainability)

- (Community-based) social service providers
- Higher educational institutes and VET providers
- Nursing regulatory/ registration bodies, and nursing professional associations
- Nursing teachers and trainers
- Graduate nursing students
- Local authorities and decision makers in the field of health and community care provision
- Sectoral initiatives and innovative projects

2. **Quick check - who are your key stakeholders?**

As a reminder, see the ENhANCE Dissemination Guide which lists the stakeholders identified by all partners and categorised according to their Impact and Influence, which resulted in 4 categories: actively engage (most important); keep satisfied (important); keep informed; and monitor. Of course, you are not limited to engaging with stakeholders listed here.

3. **What are the ENhANCE exploitable results (ER)?**
See a comprehensive list with the 11 Exploitable Results available here, including respective end beneficiaries, target stakeholders and indicators:
https://drive.google.com/open?id=163cA3lirdxP3yKqG_5ieG0t-TeXncksZ