D4.2 - Initial dissemination, communication, capacity building and training activities report

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Responsible Author	Giota Lilli (EBOS)		
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Internal reviewers	Aikaterini Gkorila (KEMEA), Evgenia Sotiriou (KEMEA), Ioana Cristina Lupo Cotoi (ENG), Eleni Giannopoulou (WINGS), Octavian Fratu (BEIA).		

Dissemination Level

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Glossary of terms and abbreviations used

Terminology/Acronym	Description
ATG	Asociatia Tehnopol Galati
CL	Cluster
D	Deliverable
D&C	Dissemination & Communication
D&C&E	Dissemination, Communication and Exploitation
DG HOME	Directorate-General for Migration and Home Affairs
EC	European Commission
EU	European Union
GA	Grant Agreement
IPR	Intellectual Property Rights
KERs	Key Exploitable Results
KPIs	Key Performance Indicators
M	Month
PC	Project Coordinator
REA	Research Executive Agency
SMART	Specific, Measurable, Attainable, Realistic and Time-bound
SoS	System of Systems
T	Task
TRL	Technology readiness level
UCs	Use Cases
UVP	Unique Value Proposition
WP	Work Package

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Executive Summary

Deliverable (D) 4.2 is the "Initial dissemination, communication, capacity building and training activities report" which is connected to Task (T) 4.1 "Dissemination, communication and collaboration activities". The Task and Deliverable are led by EBOS, and developed as part of the Work Package (WP) 4 "Impact Maximisation and Outreach" which aims, among other aspects, to maximise the impact of the FLEXI-cross results and interact with existing initiatives and relevant bodies to support the improved border checks vision, as well as support the development of improved experiences for both passengers and border authorities' staff.

D4.2 is the initial report on the project's dissemination, communication, capacity building and training activities, which focused the scope on the project's achievements and research results disseminated to the project's target audiences (i.e., cross-border authorities, border agencies, IoT and Big Data Communities, ICT SMEs, Academic and Research Communities, etc.) from the beginning, until the end of the project lifecycle. The deliverable also reflects the project's social identity (i.e., project logo, project website and social media accounts, templates for presentations and publications, etc.), meaning, the most effective tools/channels defined by the FLEXI-cross project partners for setting-up and maintaining a successful internal and external communication in the project. As T4.1 refers to the dissemination and communication (D&C) activities of the FLEXI-cross project, it also emphasizes the strategic planning of various project activities and potential trajectories with other relevant projects, to achieve the project's target values.

Henceforth, all the twelve project partners of the FLEXI-cross project will maintain regular communication and collaboration with the lead partner of WP4, to ensure their smooth and efficient collaboration in terms of D&C means. Part of the project partners' role is to support the D&C Manager in providing updates concerning the project's progress and results about the FLEXI-cross website and social media channels (Twitter, LinkedIn, Facebook and YouTube), and other activities that can be publicly promoted to the project's target audiences. Such activities can be disseminated via various dissemination materials such as the FLEXI-cross factsheets (Annex I), brochures, flyers, newsletters (Annex II), press releases (Annex III), etc.

D4.2 reflects the initial reporting of the D&C FLEXI-cross activities submitted at month (M) 6 of the project, whilst D4.3 "Intermediate dissemination, communication, capacity building and training activities report" available by M18 will be the intermediate version of D4.2, and D4.4 "Final dissemination, communication, capacity building and training activities report" the final version of the deliverable, available by M36.

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1 Introduction

This section gives a brief overview of D4.2 scope and objectives, its linkage to other project outputs, as well as various approaches adopted by the FLEXI-cross consortium to manage and reach the project's standards and objectives through various FLEXI-cross activities.

1.1 Mapping FLEXI-cross outputs

The respective section introduces the FLEXI-cross' Grant Agreement (GA) obligations of D4.2 under T4.1, taking into account the necessary actions to be performed by the D&C Manager (EBOS) of the project, with the contribution of the rest of the project partners. Within this document, the reviewers can detect the task's requirements and achievements addressed in the various sections. The deliverable serves also as a checklist, used by the author to mark everything relevant to T6.1 and D4.2 that needs to be addressed, as shown in Table 1.

Table 1 - Mapping of FLEXI-cross outputs

FLEXI-cross Task and GA Outline	Respective Document Section(s)	Justification
T4.1 – Dissemination, communication and collaboration activities "Task 4.1 will build the foundation for and prepares FLEXI-cross' dissemination, communication and outreach of the project achievements and research results to the priority target audience groups listed in Table 2 (dissemination) and Table 3 (communication). At the very beginning of the project, the visual identity (logo, a set of graphic elements and images, templates for presentations and publications) based on the material of the proposal documents, and the project public website containing a portfolio of materials and contents will be established in M02 – the project website will be constantly updated with the project's latest activities and outcomes, including the communication objectives, its main messages, the underlying communication principles, the communication channels and activities and the respective consortium partners' roles and responsibilities. Task 4.1 will also coordinate the efforts of FLEXI-cross partners in the dissemination of the project's achievements by: (a) submitting high-quality papers at high-impact, peer-reviewed journals and magazines, (b) presenting and publishing	Section 2	In this report, the D&C activities of the FLEXI-cross project are provided, given a detailed analysis of the strategic planning of partners, toward internal and external communication. To effectively disseminate and communicate the project progress, developments and achievements, the promotional material, social media channels and the website of the FLEXI-cross project are described in this deliverable. The respective aspects reflect the visual identity of the project, emphasising the project logo which is disseminated via various D&C channels and means. All efforts made by the project partners by M06 are mentioned in this deliverable, as well as their roles and responsibilities during, and after the project comes to its end. A brief introduction and analysis regarding to the joint exploitation strategy defined in the project, and the various capacity-building activities and planning, are also stated in the following paragraphs.

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results in prestigious conferences, (c) organising workshops, trainings, conference session, and tutorials, (d) link the dissemination and communication activities with related initiatives and ongoing projects. (Output: D4.1, D4.2, D4.3, D4.4)".		
D4.1 - Project website and social media presence "Delivery of the operational project website and social media accounts".	Section 2	The respective report is a public deliverable, which was submitted in the second month of the project. D4.1 described the phases of the design and development of the FLEXI-cross website, as well as the creation of the project's social media channels (LinkedIn, Twitter, Facebook and YouTube). Hence, detailed information and proofing (i.e., Google Analytics, screenshots, etc.) concerning the various pages of the project website was provided, while focusing also on the activities and content disseminated in the social media pages of the project until M02.
MS1 - Communication tools & Website ready "Collaborative tools are operational with confirmed access by the partners. Website up & running. Deliverable D5.1".	Section 2	MS1 identifies the project's visual identity, meaning the project branding/logo, the social media channels, and the project website.

1.2 Linkage to other FLEXI-cross outputs

This section provides information concerning the interdependencies of D4,2, with other WPs, tasks, deliverables, etc., as mentioned in Table 2.

Table 2 - Linkage to other FLEXI-cross outputs

WP Number	Task Number	Deliverable Number related	Content
WP4 - Impact Maximisation and Outreach "This WP will maximise the impact of the FLEXI-cross results and interact with existing initiatives and relevant bodies, to	**T4.2 Capacity building with national & EU border authorities and training activities** "This task will enable the continuous exchange of information with national and EU authorities (in both directions) as well as the communication with other	D4.2 - Initial dissemination, communication, capacity building and training activities report. D4.3 - Intermediate dissemination, communication,	Initial report on the project's dissemination, communication, capacity building and training activities. Intermediate report on the project's dissemination,

support the improved border checks vision, as well as support the development of improved experiences for both passengers and border authorities' staff. The main objectives of this WP are: ● Shape a dissemination and exploitation plan accompanied by tailored communication measures ensuring continuous stakeholder engagement and collaboration throughout the project; ● Launch outreach training and capacity-building activities among the national and EU border authorities, to enable particular end-users, to speed up and facilitate the border crossing experience through the use of FLEXI-cross technical solutions; ● Map the market landscape, identifying opportunities and obstacles; ● Create synergies with relevant associations, projects and initiatives, and provide the methodological framework to serve	relevant EU projects and initiatives. This task will target to address the logistics, administrative and EU regulations on the different authorities from different countries to reach a high level of compliance and standardisation for the upcoming pilot cases. Moreover, this task will be responsible for the end-users' training activities, allowing them to use the FLEXI-cross platform and solutions and providing guidance to interested third parties. (Output: D4.2, D4.3, D4.4, D4.5)".	capacity building and training activities report. D4.4 - Final dissemination, communication, capacity building and training activities report. D4.5 - Initial commercialisation and impact generation report.	communication, capacity building and training activities. Final report on the project's dissemination, communication, capacity building and training activities. Initial report on the commercialization and impact generation of the FLEXI-cross solutions including deployment/ adoption planning covering business aspects.
	T4.3 Market analysis, Exploitation, Commercialisation and Sustainability "This task will conduct a market analysis to understand the whole landscape of the different key exploitable results that will allow the market uptake, bringing the project outcomes to the market and generating a return on the investment made by the EC. On one hand, it will be possible for the FLEXI-cross consortium to explore its financial feasibility as an independent entity but it will also enable all interested parties to approach the exploitation phase in a more realistic and practical way by analysing in detail all the aspects concerning the potential exploitation and	D4.5 - Initial commercialisation and impact generation report.	Initial report on the commercialization and impact generation of the FLEXI-cross solutions including deployment/ adoption planning covering business aspects.

as a continuous point of reference for the establishment of collaborations; ● Develop an efficient IPR and data management plan towards maximisation of the exploitation potential".	commercialisation of the project results. In the task, the possibility of different levels of exploitation will be analysed to exploit the whole toolkit, a subset corresponding to the deployments of each pilot or with modules combined with each other. For this activity an exploitation strategy will be defined that will include the plan of activities to be executed during and after the lifetime of the project. The consortium will identify the project's key exploitation results and will describe the strategies (both individual and as whole exploitation plans) to benefit from them for both commercial and non-commercial purposes to guarantee and implement a sustainability model for the whole FLEXI-cross toolkit. (Output: D4.5)".		
	T4.4 Impact generation and business, social and policy innovations (incl. IPR) "Task 4.4 will compile the experiences and challenges faced during the project execution and process them together with public authorities and relevant stakeholders, aiming at impact generation and business for the FLEXI-cross solutions, as well leveraging on their experience in ongoing investments and social innovations. The trials and achievements from FLEXI-cross will follow-up, reinforcing FLEXI-cross as a main flagship in Europe for this purpose. Such activities will be scaled up to the	D4.5 - Initial commercialisation and impact generation report. D4.6 – Final commercialisation and impact generation report.	Initial report on the commercialization and impact generation of the FLEXI-cross solutions including deployment/ adoption planning covering business aspects. Final report on the commercialization and impact generation of the FLEXI-cross solutions including deployment/ adoption planning covering business aspects.

	national administration organisations and cross-border agencies, through dedicated dissemination and outreach activities in T4.1 and T4.2. Gaps in current regulations and concrete policy recommendations to tackle them will be the outcome of such activities. Additionally, IPR activities performed within the project include monitoring technical and scientific progress, identifying exploitable assets and their added value, facilitating constructive discussion and fostering innovative concepts within the time and budget restraints of the project, maintaining research integrity and providing consultation/review/editing in the preparation of articles, maintaining legal compliance of all development and exploitation activities, as well as aligning project activities with the final exploitation and business plan which are defined in T4.3. Additionally, the task will also focus on proper data management (including data protection aspects) within the project. (Output: D4.5, D4.6)".		

The WP4 "Impact Maximisation and Outreach" is relevant and linked to all the project's WPs, as it aims to promote and maximise the impact of the project's outcomes. Such outcomes refer to the FLEXI-cross WP1 "SotA analysis, Use Case Definition and Architecture", which focuses on identifying and defining the operational, security, ethical and legal requirements of the border authorities, agencies and passengers concerning the defined use cases (UCs). It also aims to describe all operational scenarios and the corresponding UCs to be trialled, define the required metrics/key performance indicators (KPIs) for evaluating the system's performance, justify the resulting Technology readiness level (TRL), as well as define the System of Systems (SoS) architecture as appropriate for the successful implementation of the proposed scenarios.

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Hence, WP2 “FLEXI-cross Toolkit Development, Integration and Testing”, refers to the analysis of the legacy used to understand the degree of integration of such systems with the software developed in the FLEXI-cross toolkit. WP2 aims to develop the tools specific for the border checks to monitor goods, people and the related abnormal behaviours, the warning systems related to identification problems and the risks emerging from a deep analysis of the processed data. To identify and define the new innovative scalable business processes at the European Union Border Crossing Points, starting from existing processes and technological gaps and redesigning the plug and extension point of the process is also part of the FLEXI-cross methodology. Developing a layer dedicated to the secure and reliable processing of information, guaranteeing the whole data lifecycle management from the acquisition, the processing and the storage. Another objective of WP2 is to integrate the different modules developed and provide an HMI to the end users that can use in desktop workstations and in mobility through AR and mobile applications.

WP3 “Trials and Validation” is responsible for the smooth execution and completion of the planned trials in the participating border/entry-point facilities. More specifically the main objectives of WP3 are the: (a) definition of trial preparation methodology and trial execution guidelines, (b) trial coordination, interworking, and progress monitoring, (c) trial configuration and calibration, (d) conduction of extensive field trials according to plan and the generation of useful output per trial site, and, (e) comprehensive technical and operational KPI analysis and validation, leading to insightful conclusions regarding the best practices for border control operations.

WP4 “Impact Maximisation and Outreach”, as pointed out in Table 2, aims to interact with existing initiatives and create synergies among other relevant projects and bodies, to support the improved border checks vision and the experiences of passengers and border authorities’ staff, hence, maximise the impact of the FLEXI-cross results. All actions taken and implemented from the beginning until the end of the project will focus on the collection of information from all the consortium members, to disseminate the progress of each WP, the collaboration and efforts made, and promote tangible results. The internal and external collaboration and work completed taking into account the FLEXI-cross partners, stakeholders, as well as other relevant projects and bodies will be disseminated by all the members of the consortium, who will be responsible to contribute to the D&C activities of the FLEXI-cross project.

Moreover, WP5 “Project Management and Coordination” is responsible for the operational management and technical vitality of the FLEXI-cross project, encompassing management components at contractual, financial, legal, technical, administrative and ethical levels. The main objective is the establishment of a sound and flexible project management structure, an efficient management process both from the administrative and the quality point of view, as well as the provision of an effective risk management strategy that targets commonly the avoidance of deviations of the work plan.

Lastly, WP6 “Ethics requirements” is to ensure compliance with the ethics requirements, set out in this work package.

1.3 Deliverable overview and structure

Section 1 provides the Introduction of the document, focusing on the FLEXI-cross outputs linked to D4.2, and provides the readers with a summary of the document overview and structure.

Section 2 emphasizes the dissemination, communication and collaboration planning strategy, the FLEXI-cross members implement in the project. A brief analysis and updates concerning the project’s visual identity are given, whilst focusing the attention on the project’s impact maximisation and outreach, the D&C activities, measures, channels, target audiences and values, and potential conferences the FLEXI-cross consortium might attend at a future stage. The respective section makes

also, a brief reference to capacity-building, as well as the joint exploitation strategy for the update of the FLEXI-cross results.

Section 3 gives emphasis the project's liaison with other projects and clusters.

Section 4 is a detailed analysis of the monitoring framework the FLEXI-cross consortium should follow, based on the requirements stated in the GA, so that everyone in the project meets the required target values. The section also provides the actions the project partners will perform in the forthcoming months.

Section 5 gives the conclusions.

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2 Dissemination, Communication and Collaboration Planning

This section briefly emphasizes the FLEXI-cross identity, providing analytics on the target audiences and general public engagement and visits regarding the project website and social media channels. Hence, the attention is also on the D&C activities that have been already implemented and those to be achieved at a future stage in the project, as well as the target audiences the FLEXI-cross consortium must engage in their forthcoming activities, to meet the D&C means of the project. A brief reference to the joint exploitation strategy the project partners must perform for the uptake of the project's results, and to the various capacity-building activities they must carry out is mentioned as well.

2.1 FLEXI-cross Visual Identity

This section outlines the D&C channels that have been created and used to set up the FLEXI-cross project brand identity such as the project logo (Figure 1), website, and social media channels. The following paragraphs of this section refer also, to the project's promotional material such as the project's Deliverable Template (Annex IV), Presentation Template (Annex V), Factsheet (Annex I), etc., used to disseminate the project's visual identity to the various FLEXI-cross stakeholders, including the wider audience that will be engaged in the project's various D&C and other relevant activities. The project's visual identity is briefly provided, as a detailed analysis has already been given in D4.1 "Project website and social media presence", submitted in M02.

Figure 1 - FLEXI-cross Logo

2.1.1 FLEXI-cross Website Analytics

The FLEXI-cross website (Figure 2) https://flexicross-project.eu/ is defined as the primary communication channel between the general public and the FLEXI-cross partners, providing information about the project, and regular updates on various project activities. The website of the FLEXI-cross project is designed to have a user-friendly approach, easily accessible from numerous operating systems and devices. Overall, 135 users have accessed the FLEXI-cross website by M06.

Hence, this section gives a detailed description of the Google Analytics Dashboard (Figure 3), as the main tool used by the project consortium to track and monitor the users' engagement and interaction with the FLEXI-cross website, from the beginning, until the end of the project's lifecycle. Figure 3 relevels this information, even though users' interaction is expected to be more significant in the next reports (D4.3 and D4.4) when more activities and results will be disseminated by all partners after M06. By comparing the respective report with D4.3 and D4.4, we will be able to acknowledge whether the information and therefore, the quality of the FLEXI-cross website is improved.

The Google Analytics Dashboard can help the FLEXI-cross consortium document and track those pages of the website (Figure 4) that users are visiting, as a methodical way to acknowledge users' interest in the project, improve the website content, and create a better online interaction with the project. The main aim of recording user's engagement on the project website and its various pages is to ensure

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that the project is well-disseminated and communicated, the content is understandable and of good quality, and hence, it ensures user's return and commitment to the FLEXI-cross website.

Another significant element is the demographics of the website users. One of the main objectives of the project is to successfully communicate the FLEXI-cross results to the project's target audiences, as well as to the wider community and hence, the general public and the media, and this is why is important to know the users' demographics. As shown in Figure 5, the users interested in the project are mainly from various European countries such as Greece, Cyprus, Ireland, Romania, Germany, Italy, Lithuania, Luxemburg, Austria, Belgium, and Finland. In addition, the Google Analytics Dashboard provides a detailed analysis of the overview of the traffic acquisition (Figure 6) of several users, which refers to the (a) direct, (b) organic search, (c) organic social, (d) referral, and (e) unassigned. Briefly, this section of the Google Analytics Dashboard assists the D&C Manager of the project to understand the ways users discover, use and enter the FLEXI-cross website (i.e., by directly accessing the website's URL, via Google search, social media channels, etc.).

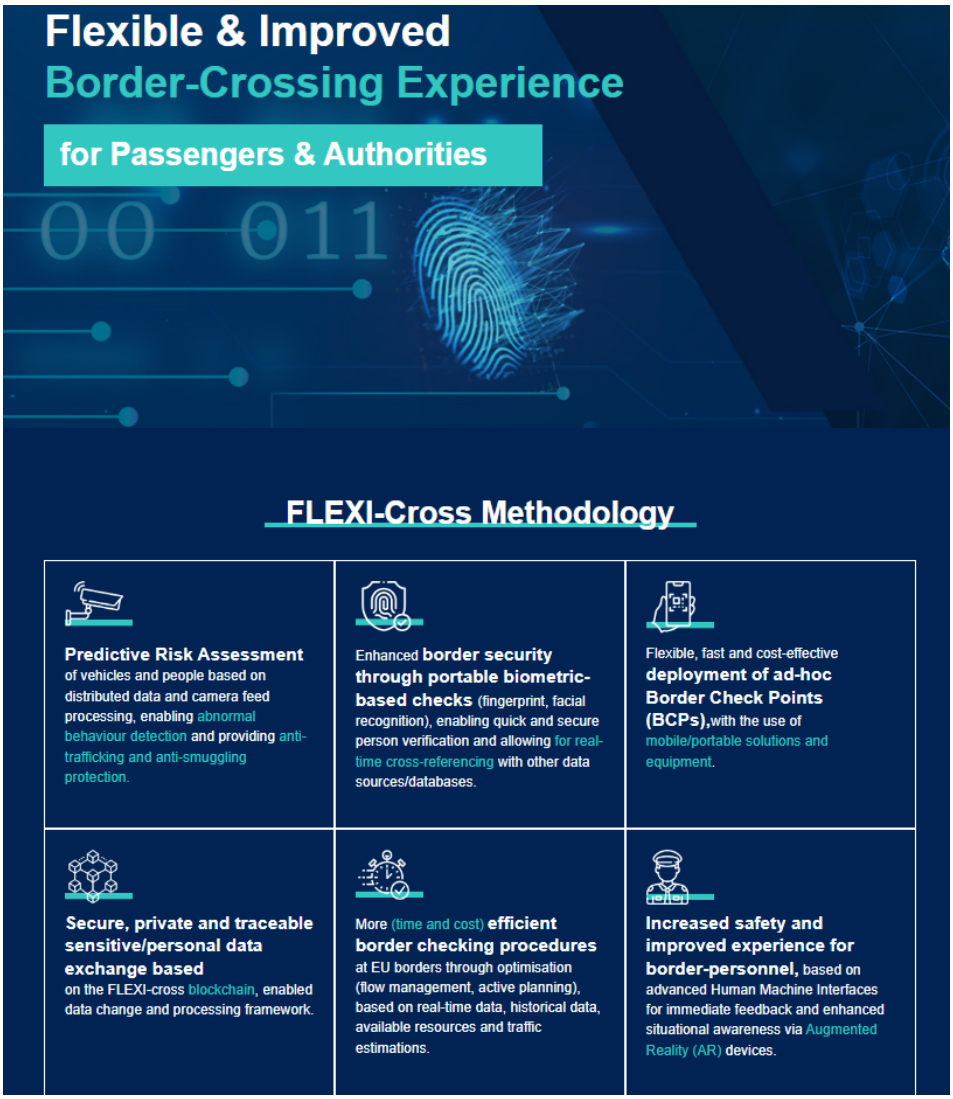

Figure 2 - FLEXI-cross Website

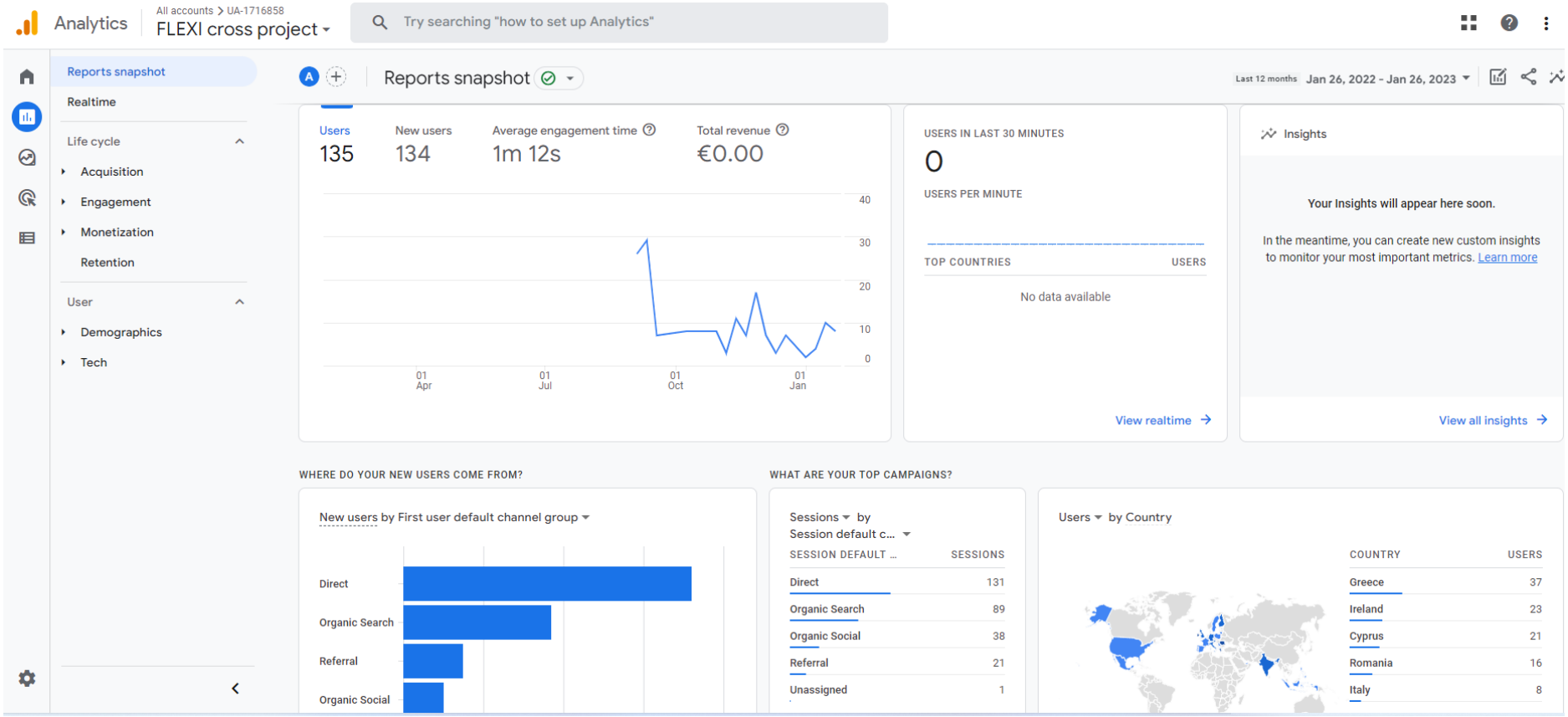

Figure 3 - FLEXI-cross Google Analytics Dashboard - Website

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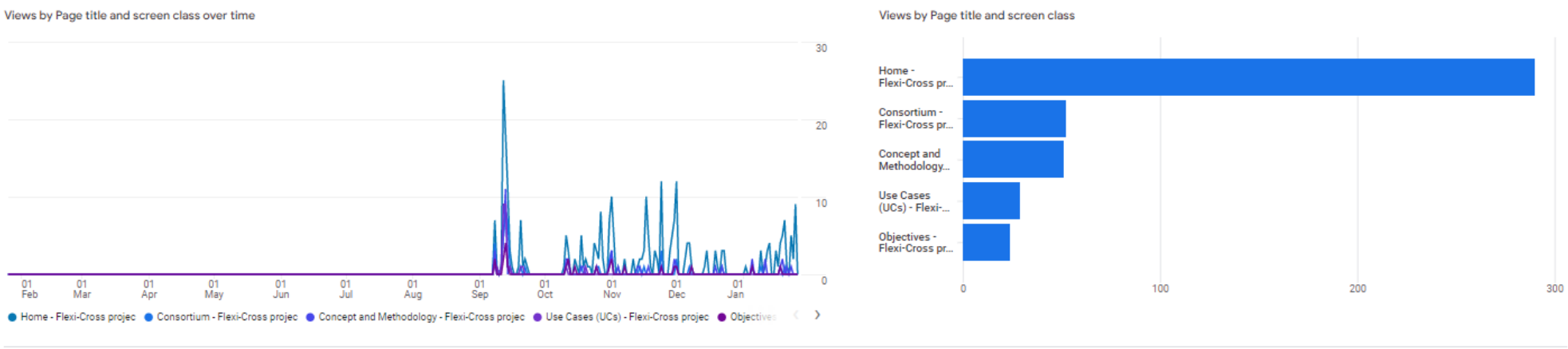

Search...

Rows per page: 10 Go to: 1 1-10 of 24

	Page title and screen class	Views	Users	Views per user	Average engagement time	Event count All events	Conversions All events	Total revenue
		649 100% of total	135 100% of total	4.81 Avg 0%	1m 12s Avg 0%	1,664 100% of total	0.00	€0.00
1	Home - Flexi-Cross projec	290	110	2.64	0m 44s	875	0.00	€0.00
2	Consortium - Flexi-Cross projec	52	33	1.58	0m 22s	119	0.00	€0.00
3	Concept and Methodology - Flexi-Cross projec	51	29	1.76	0m 57s	113	0.00	€0.00
4	Use Cases (UCs) - Flexi-Cross projec	29	18	1.61	0m 35s	61	0.00	€0.00
5	Objectives - Flexi-Cross projec	24	18	1.33	0m 28s	49	0.00	€0.00
6	Dissemination & Communication - Flexi-Cross projec	19	8	2.38	0m 15s	44	0.00	€0.00
7	About - Flexi-Cross projec	18	13	1.38	0m 11s	38	0.00	€0.00
8	News and Events - Flexi-Cross projec	18	7	2.57	0m 24s	42	0.00	€0.00
9	Press releases - Flexi-Cross projec	18	9	2.00	0m 04s	39	0.00	€0.00
10	Contact us - Flexi-Cross projec	17	12	1.42	0m 08s	40	0.00	€0.00

Figure 4 - FLEXI-cross Google Analytics Website Dashboard – Website Pages

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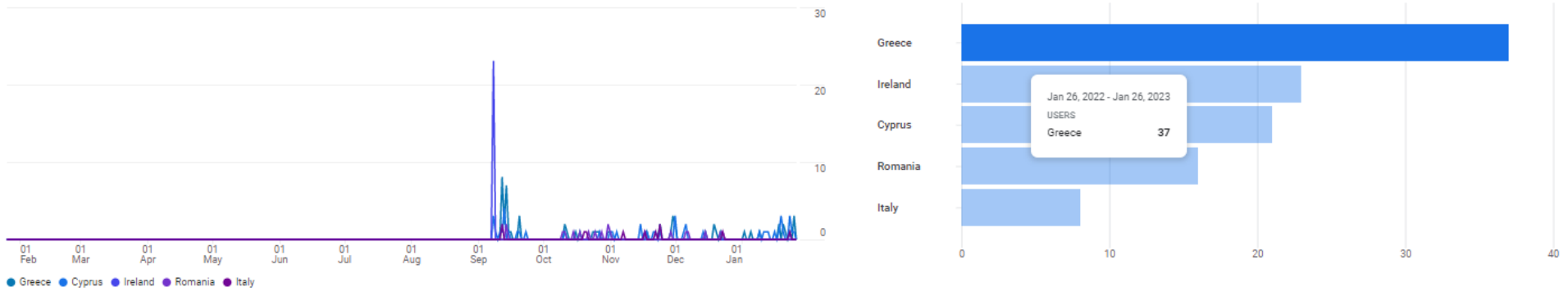

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Rows per page: 10 Go to: 1 1-10 of 26

	Country	Users	New users	Engaged sessions	Engagement rate	Engaged sessions per user	Average engagement time	Event count All events	Conversions All events	Total revenue
		135 100% of total	134 100% of total	143 100% of total	51.07% Avg 0%	1.06 Avg 0%	1m 12s Avg 0%	1,664 100% of total	0.00	€0.00
1	Greece	37	37	53	66.25%	1.43	2m 18s	608	0.00	€0.00
2	Ireland	23	23	0	0%	0.00	0m 00s	69	0.00	€0.00
3	Cyprus	21	21	38	47.5%	1.81	1m 24s	426	0.00	€0.00
4	Romania	16	16	17	60.71%	1.06	1m 35s	222	0.00	€0.00
5	Italy	8	8	8	30.77%	1.00	0m 20s	76	0.00	€0.00
6	Germany	3	3	4	100%	1.33	0m 30s	20	0.00	€0.00
7	Luxembourg	3	3	3	60%	1.00	0m 14s	20	0.00	€0.00
8	Austria	2	2	2	40%	1.00	0m 11s	15	0.00	€0.00
9	Belgium	2	2	1	33.33%	0.50	0m 10s	11	0.00	€0.00
10	Finland	2	2	1	33.33%	0.50	0m 35s	17	0.00	€0.00

Figure 5 - FLEXI-cross Google Analytics Website Dashboard – Users Demographics

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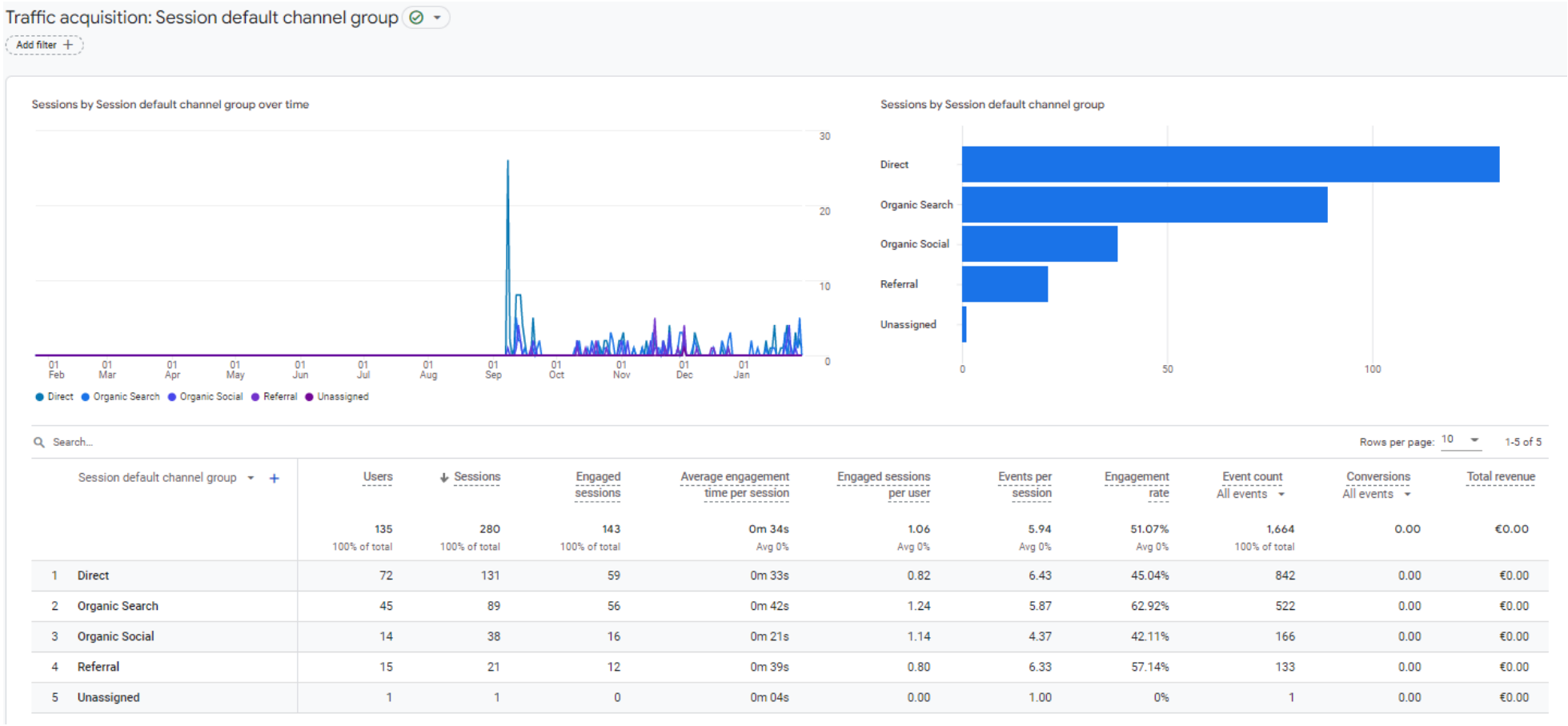

	Session default channel group	Users	Sessions	Engaged sessions	Average engagement time per session	Engaged sessions per user	Events per session	Engagement rate	Event count All events	Conversions All events	Total revenue
		135 100% of total	280 100% of total	143 100% of total	0m 34s Avg 0%	1.06 Avg 0%	5.94 Avg 0%	51.07% Avg 0%	1,664 100% of total	0.00	€0.00
1	Direct	72	131	59	0m 33s	0.82	6.43	45.04%	842	0.00	€0.00
2	Organic Search	45	89	56	0m 42s	1.24	5.87	62.92%	522	0.00	€0.00
3	Organic Social	14	38	16	0m 21s	1.14	4.37	42.11%	166	0.00	€0.00
4	Referral	15	21	12	0m 39s	0.80	6.33	57.14%	133	0.00	€0.00
5	Unassigned	1	1	0	0m 04s	0.00	1.00	0%	1	0.00	€0.00

Figure 6 - FLEXI-cross Google Analytics Website Dashboard – Traffic Acquisition

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2.1.2 FLEXI-cross social media channels

Social media is a very useful tool for companies and organisations. It is considered a powerful mean of communication, as it engages more people to interact online at the same time. As it represents the visual identity of the project, the FLEXI-cross consortium disseminates the project via various channels such as LinkedIn, Twitter, Facebook, and YouTube. A detailed analysis concerning the respective means of communication is already described in D4.1 “Project website and social media presence”, and a brief reference to social media analytics is presented in this section, starting with LinkedIn. More specifically, 80 people (Figure 7) from Greece, Romania, Italy, Turkey, Portugal, Spain, Germany, the Netherlands, New York, etc. (Figure 8), are currently following the LinkedIn page and becoming informed about the latest trends and activities of the project.

Moreover, the FLEXI-cross Twitter page has so far, 314 tweet impressions and 53 followers, as shown in Figure 9. The project’s Facebook page is followed by 54 people, and 2 people (Figure 10) are subscribed to the YouTube channels of the project. At the moment, no video content is available on the project’s YouTube channel, as project videos are expected to be created by the partners in the forthcoming months. The project partner ATG created and disseminated a video, informing the Romanian community (the video is available in the Romanian language only) about the project scope, objectives and methodology, available at the partner’s organisation social media and YouTube channel. The video has been disseminated in the social media channels of the project as well, calling out Romanian speaking audience to get to know the project better and become informed about the current activities. More updates concerning people’s engagement with the various social media channels of the project is expected to be analysed in depth, in the intermediate version of this report.

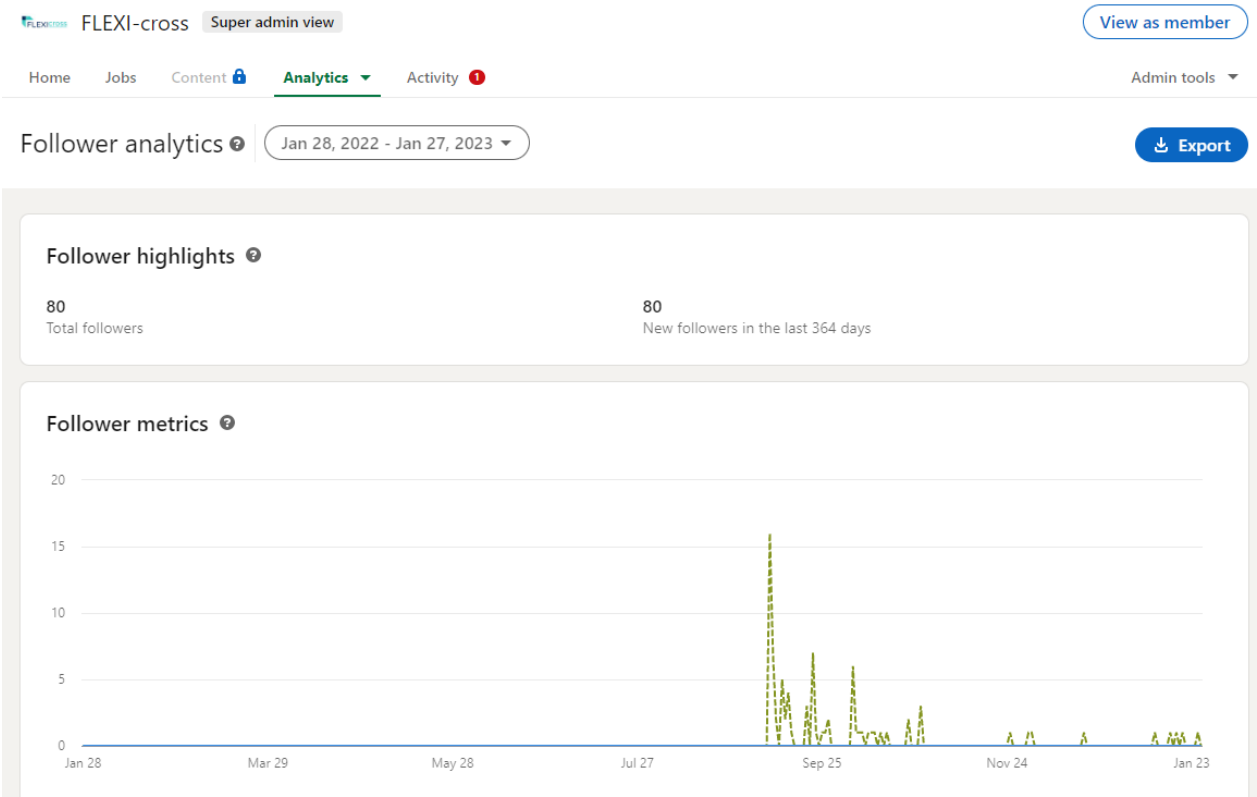

Figure 7 - FLEXI-cross LinkedIn Analytics – Followers

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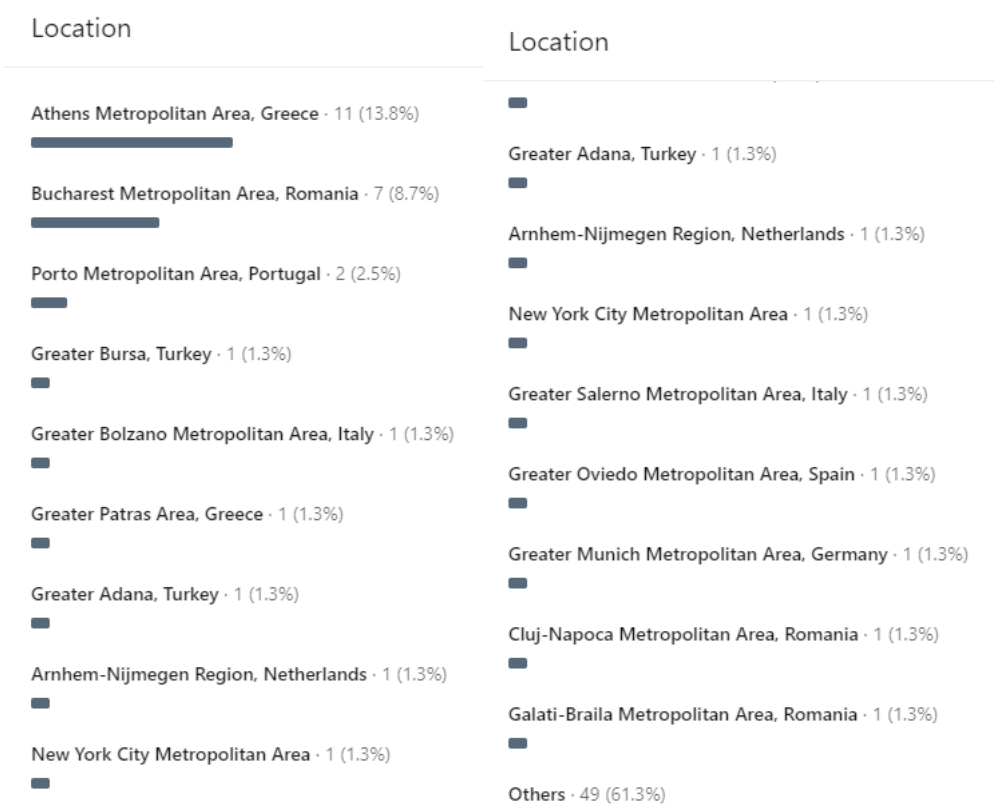

Figure 8 - FLEXI-cross LinkedIn Analytics – Followers' Demographics

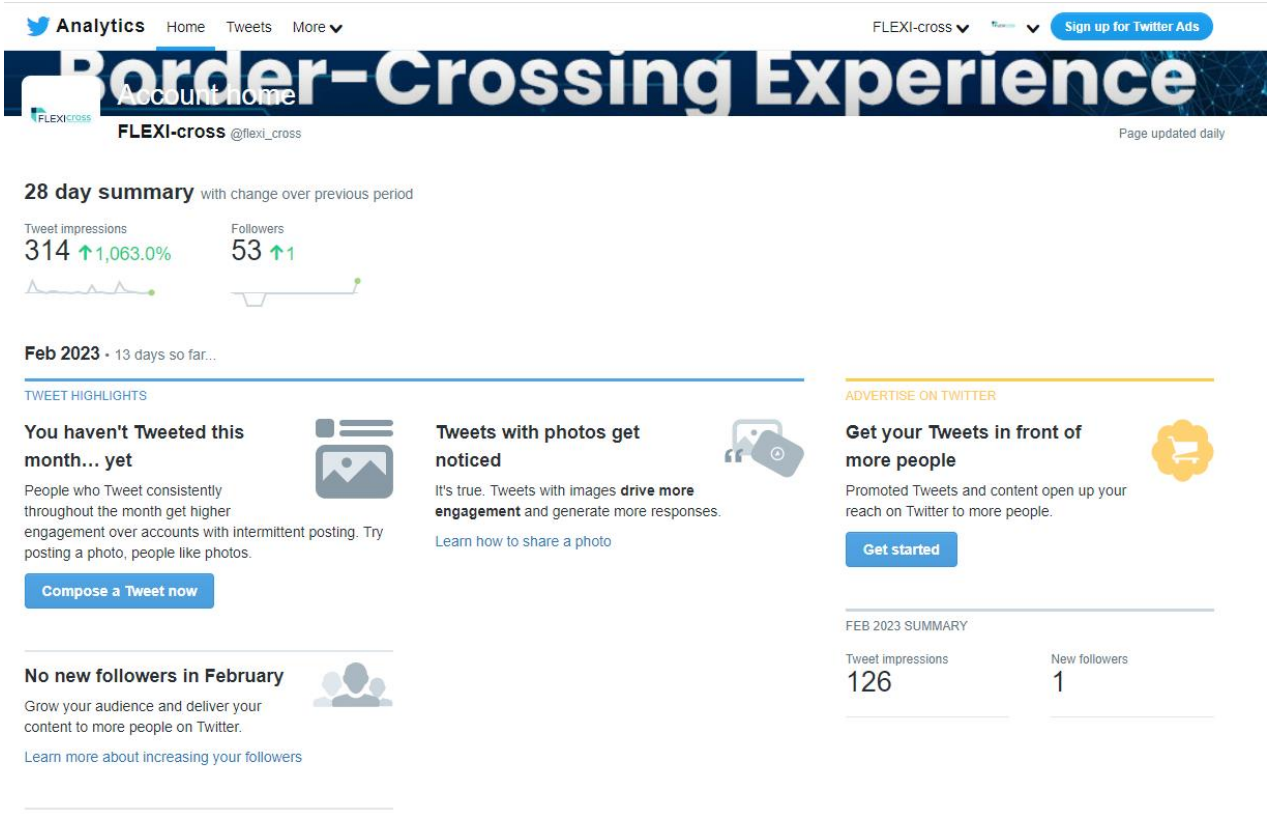

Figure 9 - FLEXI-cross Twitter Analytics – Followers

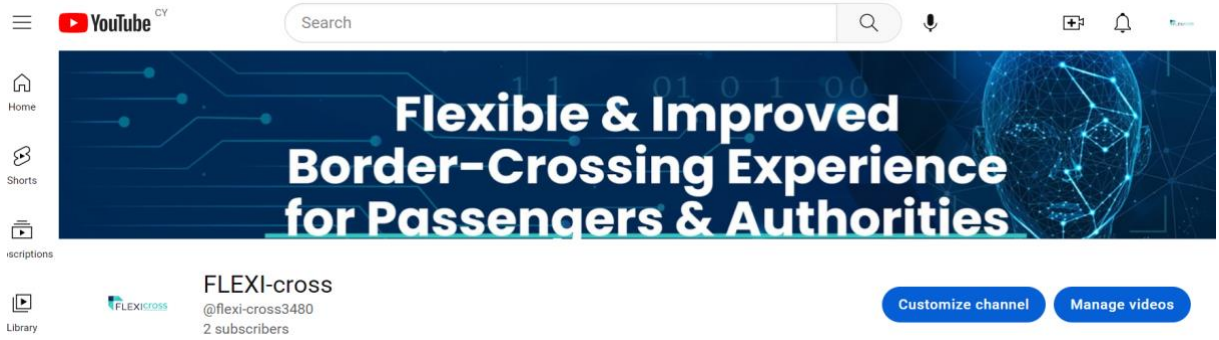

Figure 10 - FLEXI-cross YouTube – Subscribers

2.2 Impact maximisation and Outreach

This section outlines WP4 "Impact Maximisation and Outreach" of the Grant Agreement (GA). The WP emphasizes strategic methodologies used by the project consortium to maximise the impact of the FLEXI-cross results and interact with existing initiatives and relevant bodies, as to support the improved border checks vision, as well as support the development of improved experiences for both passengers and border authorities' staff. Therefore, the main objectives of this WP are:

- Shape a dissemination and exploitation plan accompanied by tailored communication measures ensuring continuous stakeholder engagement and collaboration throughout the project;
- Launch outreach training and capacity-building activities among the national and EU border authorities, to enable particular end-users, to speed up and facilitate the border crossing experience through the use of FLEXI-cross technical solutions;
- Mapping the market landscape, identifying opportunities and obstacles;
- Create synergies with relevant associations, projects and initiatives, and provide the methodological framework to serve as a continuous point of reference for the establishment of collaborations;
- Develop an efficient IPR (Intellectual Property Rights) and data management plan towards maximisation of the exploitation potential.

As mentioned in Table 2, T4.2 "Capacity building with national & EU border authorities and training activities" aims to promote and enhance the communication with other, similar to the FLEXI-cross, EU initiatives and projects, which will work together on common actions and activities. Therefore, this collaboration will enable the continuous flow of information and exchange of knowledge in the project, targeting to create a greater impact, during, and after the project's completion.

The activities for T4.3 "Market analysis, Exploitation, Commercialisation and Sustainability" aim to conduct a market analysis to understand the whole landscape of the different Key Exploitable Results (KERs). This analysis will allow market uptake, bringing the project outcomes to the market and generating a return on the investment made by the European Commission (EC). The FLEXI-cross consortium will try to explore its financial feasibility as an independent entity but it will also enable all interested parties to approach the exploitation phase more realistically and practically, by analysing in detail all the aspects concerning the potential exploitation and commercialisation of the project results. Different levels of exploitation will be analysed to exploit the whole toolkit, a subset corresponding to the deployments of each pilot or with modules combined with each other. Hence, an exploitation strategy will be defined that will include the plan of activities to be executed during and after the lifetime of the project. The consortium will identify the project's key exploitation results and will describe the strategies (both individual and whole exploitation plans) to benefit from them for both, commercial and non-commercial purposes.

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Concerning T4.4 “Impact generation and business, social and policy innovations”, a strategy was developed to measure the impact that could be generated from the FLEXI-cross outcome, which could be invested with other organizations and authorities to benefit and improve their operations. With this intention, the objectives of the project were defined, while making sure that those are set to be SMART (Specific, Measurable, Attainable, Realistic and Time-bound):

- Implement a nearly seamless and improved border crossing experience for travellers, operators and border authority staff;
- Increase security, reliability and privacy during cross border checks for both passengers and cargo;
- Improve organization, flexibility and planning of border checking points.

EBOS, as the lead partner of this task, has mapped each of the objectives with a medium-term impact along with a clear KPI for measuring the impact, while defining a threshold for each of the KPIs. In addition, the project partner has defined the project’s long-term impact and wider impact, divided into (a) Economic impact, (b) Societal impact and, (c) Scientific impact. For proving the above strategy, the project defined three UCs:

1. UC1: Romania/Galati port, Enhanced protection and biometric checks for European ports.
2. UC2: Greece-Bulgaria borders, Intelligent and dynamic customs procedures for improved border-crossing experience on the road.
3. UC3: Romania- Moldova borders, Intelligent, secure and portable border checking system, for the facilitation of rail travel - RO-MD border.

For every UC, EBOS has defined the added values that should be given to the FLEXI-cross solution, and mapped each of those added values to the KPIs on the three levels, the medium, long and wider impact.

2.3 Dissemination Activities

This section shapes various dissemination approaches the FLEXI-cross partners will mark out, organise and maintain throughout the project, to promote FLEXI-cross activities, updates and outcomes during the project’s lifecycle, as well as beyond its lifetime. To that extent, the project’s dissemination tools, channels, KPIs, also known as target values, as well as the FLEXI-cross dissemination strategy and target audiences’ engagement are also provided. Henceforth, the dissemination activities of the FLEXI-cross project are reported.

2.3.1 Measures, Target Audience and Target Values

The FLEXI-cross’ dissemination objectives, measures, target audiences and target values (Table 3) are part of the project’s dissemination strategy and are considered major aspects in maximising impact and exploiting project results. The respective aspects are tailored to the profile and needs of every target audience involved in the project, who can “take advantage” of the project activities and outcomes, with the main aim to progress and improve their work.

Table 3 - FLEXI-cross Dissemination Plan – Measures, Target Audience and Target Values

Dissemination Activity	Description	Target Audiences	Target Values
Scientific Publications	Peer-Review Journals: Cross	Cross-border Authorities, European	Publishing in Peer-reviewed Journals: **> 5**

	Border Journal for International Studies; Global Change, Peace & Security; Big Data Research Journal, Journal of Information Security and Applications, Computers & Industrial Engineering, International Journal of Aviation Psychology, Technological Forecasting and Social Change, Applied Soft Computing, etc. <u>Scientific Conferences:</u> Int. Conference on Biometrics for Borders; Int. Border Management Conference; Int. Conference on Personal Data Protection, IEEE Symposium on Security and Privacy, Data Science for Aviation Conference, European Data Protection & Privacy, European GDPR conference; Border Management & Technologies, etc.	Border and Coast Guard and its Agency, Personal Data Registries, National Custom Authorities, Academics and Researchers and Relevant Consortia.	Presenting in Scientific Conferences **> 20**
Technical Publications	FLEXI-cross will publish and contribute to technical blog posts, articles, position/white papers, catalogues, books or any other reference from technology providers (bottom-up), as well as references related to the use-case	Border Agencies, National Coast Guards, Port Authorities and Private Carriers, IoT and Big Data Communities, Data Spaces, ICT SMEs, Researchers of privacy-preserving solutions.	Publishing Technical Publications: **>20** Participation in Industrial Exhibitions with Booths: **> 6**

	application domains under consideration (top-down). Excellent examples of this kind of contribution are the upcoming editions of Frontex Qualifications Framework for Border Guarding, The Data Catalog, Privacy Matters, ECSO Position Paper.		
Source Code Repository	Encouraging a transparent and open-source culture, FLEXI-cross will make accessible its software repositories through well-known distributed source code platforms. The selected repositories are GitHub and Bitbucket.	The Ecosystem of Open-Source Developers, Incubators, Associations and Digital Innovation Hubs, Technical Staff involved in oversight of border management, ICT SMEs and Relevant Consortia.	Number of Publicly Available Deliverables: **7** Source code: publish to **2** different repositories
Q&A Platform	Conversations about the project repository would be concentrated on reference sites. The selected Q&A platform will be Stack Overflow, the largest, most trusted online community for developers to learn and share knowledge.	Responsible Ministries, Cross-border Operators, Open-source Developers, ICT SMEs.	No. of Scientific Conversations to Participate/Contribute: **> 25**
Workshops and Trainings	During the project duration, **ENG** will organise the technical workshops (virtual and physical), **BEIA** will undertake the training sessions (online training tutorials and physical sessions) and, **ICCS** and **KEMEA** will co-organise webinars, as a means of knowledge transfer,	Personnel of Border Institutions, Cross-border Actors and Operators, Data Protection Authorities, Industrial and Public Organisations, IT Experts, Academic and Research Communities.	Technical Workshops: **5** Online and Physical Training Tutorials/Webinars/Training Sessions: **>6**

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	capacity building, wider outreach and sustainability.		
Trade Fairs	Participating in symposiums, expos and fairs is a strategic mechanism to interact actively with multiple stakeholders simultaneously while disseminating the project's outcomes in the form of presentations, banners, procures and personal engagement. Indicative events: Cross-border Expo, WCO Knowledge Academy for Customs, Int. Security Expo.	All Stakeholders with special focus on the staff of border authorities, agencies and security union.	Symposiums/Fairs to Participate: **>5** Brochures to be Distributed: **>400**
Demo Spaces	As an initiative targeting applied technology, one of the main objectives of the project is to showcase and validate in public the outcomes achieved. FLEXI-cross will include in its dissemination plan, showcases/demo activities to demonstrate the feasibility of its proposed capabilities and wide adoption. **WINGS** will organise the showcases.	All Stakeholders including Policy Makers, Potential Investors and Funding Organisations.	Showcases/Demo Spaces to Host: **3** Different Countries to Organise: **>3** Total Participants: **>300**
Standards and Policy Contribution	To achieve high-scale and long-lasting impact, FLEXI-cross aims at influencing standards and policy making, thus obtaining the seal of approval for its newly implemented	Standards Developing Organisations, Certification Committees, Decision-makers, Data Protection Authorities, Relevant Public Bodies, Border Institutions,	Standards Contributions to different Organisations: **>3** Policy Recommendations: **>3**

	components, and consequently pushing them into production environments, presenting the project's results for defining future R&I directions based on the project's acquired knowledge. Interaction with SDOs and other relevant initiatives, such as ISO/IEC TR 24028:2020, ISO/IEC JTC1/SC42, AIOTI WG Standardisation, contributing to new standards bringing in new requirements to identify and fill gaps, evolving existing standards related to mobile or transportable technologies, biometrics, new APIs, etc. Contributions to social and policy innovations are foreseen under T4.4, with the active participation of all partners.	Civil Society Organisations.	

Taking into account the dissemination activities of the project, the project partner Asociatia Tehnopol Galati (ATG), among other activities and responsibilities in the project, will execute the Seaport border crossing trial, with the main aim to integrate heterogeneous technologies to provide fixed and mobile situation awareness, visited on November 5th, 2022, the Galati Free Zone. Galati Free Zone is a land area constituted as a free zone, aiming the promotion of international trade and drawing of foreign investment, for the introduction of new technology, as well as increase of the possibilities to use the resources of the national economy. Hence, ATG visited the docks and the gas terminal, as well as the port's area existing facilities which allow direct access through the three river-maritime data from administration to the Danube River, the maritime river that connects Europe, via the Black Sea, to the East. Thus, Galati Free Zone offers direct access to the VII Pan European Corridor - Rhin-Main-Danube. In addition, the Galati Chamber of Commerce, Industry and Agriculture, with the support of the Galati City Hall, organized the "Top of Galati companies - 2022" Gala. During the event that took place in the Vega Hotel, the economic operators who performed in 2021, received diplomas and awards. Among the guests and awardees were representatives of the Galati City Hall, the Galati County Council, the "Lower Danube" University, CNFR, Navrom, AFDJ, Liberty, and Damen Galati. FLEXI-cross, a project with a significant impact in the Danube region, was presented. The project partner, Prof. Dr. Carmen Sîrbu from the TGA, presented the general and specific objectives of the

project, emphasizing the description of innovative border control solutions in real operational environments. The intention is to provide increased security and reliability of border controls for people and goods, enabled by innovative technologies [5G and Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning (ML), Big Data and Predictive Analytics, Cloud and Edge Computing and others], aiming to enhance border management capabilities. All activities organised by ATG were disseminated in ATG social media corporate channels, as well as in all social media channels of the FLEXI-cross project.

As all FLEXI-cross partners are committed to contributing to the D&C activities of the project, regular input and updates on the work progress are required, hence, they will be constantly disseminating the project's work in any possible ways to meet the target values of the dissemination means. More information about the forthcoming dissemination activities will be detailed in the updated version of this deliverable, and specifically, D4.3, available in M18.

2.3.2 List of Potential Conferences

In the forthcoming months, the FLEXI-cross consortium will be attending various conferences, congresses and forums, relevant to the FLEXI-cross scope and methodology. The project partners will participate through booths, flyers, presentations, etc., to present the project progress and results, as well as their collaboration with various synergies and other relevant projects, with the main aim to create a wider impact by increasing awareness and knowledge sharing. The project partners' participation in such events (Table 4), will be promoted in the project's social media channels, the partners' corporate accounts, as well as in the "News and Events" page of the project website.

Table 4 - FLEXI-cross – List of Potential Conferences

Type	Dates & Location	Accessed Links
Annual Conference on European Data Protection Law 2023	23/03/2023 & 24/03/2023 Belgium	https://eucrim.eu/events/annual-conference-on-european-data-protection-law-2023/
IAPP European Data Protection Congress 2023	15/11/2023 – 16/11/2023 Belgium	https://iapp.org/conference/iapp-europe-data-protection-congress/
International Conference on Border Security and Security Engineering (ICBSSE)	12/06/2023 – 13/06/2023 Ukraine	https://conferenceineurope.net/eventdetail/1851894
World Border Security Congress	25/04/2023 – 27/04/2023 Skopje, North Macedonia (Balkans)	https://world-border-congress.com/
Border Management & Technologies Summit	07/11/2023 – 09/11/2023 Dubai, UAE	https://10times.com/e1z2-k5r1-s1dg

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IEEE Symposium on Security and Privacy	22/05/2023 – 24/05/2023 San Francisco, USA	shorturl.at/EK126
Annual Privacy Forum 2023	01/06/2023 – 02/06/2023 Lyon, France	https://privacyforum.eu/

The D&C Manager of the project has created and shared with the rest of the project partners, the "FLEXI-cross_WP4_T4.1_D&C Management" file (Annex VI). The respective file is a dedicated Tracker tool the FLEXI-cross consortium will be using until the end of the project, to track various ongoing and forthcoming activities regarding the D&C level, which is interconnected to the technical work and progress. The Tracker Tool is available in both, offline (word document) and online versions, so that all project partners have direct access to fill it up periodically, and present the progress of their work. Briefly, the Tracker Tool collects partner's information concerning the organisation as well as their participation in events, conferences, exhibitions and fairs, workshops, webinars, collaboration and synergies with other relevant projects, trainings, etc., and will be constantly monitored by the D&C manager, with the contribution of the partners in the consortium. The conferences/events outlined in Table 4, are already provided in the dedicated tab of the Tracker Tool, "Conferences" (Annex VII).

2.4 Communication Activities

As stated in the GA, this section provides the FLEXI-cross communication actions, and the project partners' various approaches in achieving the project's communication activities, and promoting the outcomes of the project to the wider community, such as, the general public, the media, etc. A detailed description of the communication channels and tools of the project is provided, so that the FLEXI-cross consortium reaches its communication target values.

2.4.1 Communication Channels, Target Audience and Target Values

Table 5 provides an outline of the communication strategy of the FLEXI-cross project, with attention to be on the communication channels, activities and target audiences, as well as the desired communication target values and their respective timeline until the project ends.

Table 5 - FLEXI-cross Communication Plan – Communication Channels/Target Audience/Timeline and Target Values

Communication Channels	Description	Target Audiences	Timeline & Target Values
Project Website	A project website allows easy retrieval of main action data with few clicks while acting as the core source of information about the project's objectives and activities. The first version will be online by M02, and will be constantly	All end-users	From M02 to 3 years after the end of the project Online by: **M02** Unique Visitors from M12: **>1,000** Unique Visitors from M36: **>2,500**

	maintained and updated regularly, running also for 3years after project end - **EBOS** undertakes the task.		
Social Media	FLEXI-cross will build and maintain actively its online presence in several social media channels, using Twitter and LinkedIn when interacting with research and innovation communities spreading out new publications, while Facebook and Podcasts will be used for wide community engagement, - **EBOS** undertakes the task.	All end-users	From M02 to M36 Size of online community (by M36): **>4,000** No. of impressions (monthly average): **>500**
e-Newsletters and Email Campaigns	e-newsletters will provide a snapshot of the main activities and achievements of FLEXI-cross, whereas broadcasting messages to a target pool of contact points via email is a highly effective measure of engagement, especially when promoting events and outcomes among different domains. Professional marketing platforms (i.e., Sendinblue and Mailchimp) will be used to automate the distribution among contact	Border Authorities Staff, Technology Providers and Entrepreneurs, Frequent Travellers, Networks of Practitioners project.	Quarterly Issues starting from M04 e-Newsletters contributed/released: **9** Total Mailing List Contact Points: >**1,500**

	points - **ENG** undertakes the task.		
General Spreading	Leveraging online publishing platforms (e.g., Medium, WIRED) and magazines (e.g. CORDIS Research EU Magazine) will enable FLEXI-cross to reach out to a broader audience. Also, all partners will disclose non-confidential information of the project in their national language to local/regional newspapers, media and press, and the impact of the demonstrated trials will be promoted – **ATP, KEMEA** and **BEIA** will be leading the public spreading and the authorities and citizen engagement around Europe, with main focus on the demo countries, and beyond.	ALL End-users with a focus on staff involved in border management.	From M09 to M36 Press releases: **>10** Events co-organised with local authorities: **>3** Attendance per event: **>100**
Joint Activities with relevant Actions	To further amplify and maximise the outreach of the project's results and to feed them into related international work streams, FLEXI-cross will pursue promotion strategies of various initiatives and clusters, and to contribute and support their actions; i.e., DAIRO through **WINGS**, AIOTI through **EBOS**,	All Stakeholders with a special focus on ICT Professionals, Societal Actors, Alliances, relevant Public Bodies, Vertical Associations.	From M18 to M36 Number of relevant initiatives and clusters to contribute: **5** Co-organised activities: **>4**

	NESSI, FIWARE and EOS through **ENG**, COSI, EES, FRAN and eu-LISA through **HPOL**, EUROXR through **ICCS**, EARTO and ECSO through **KEMEA**.		
Printed Material	Reference promotional instruments when participating in events, including brochures, catalogues, posters and any other laid out paper-based resource. Most of the material will be available as e-documents and printing will occur as required. FLEXI-cross will explore alternatives for labelling gadgets and merchandise, which have turned out quite an effective means of promoting initiatives among a less specialised audience - **EBOS** undertakes the design.	ALL End-users attending physical events.	From M02 to M36 No. of hard copies (i.e., brochures, flyers, posters, etc.) distributed: **>2,000** Roll-up Banners: **>4**
Blogs	FLEXI-cross will connect and execute periodic broad promotion activities in open communities, blogs, non-profit organisations and channels such as: Gitter Communities - **ENG** undertakes the task.	Digital Innovation Hubs, Relevant Associations, Academia.	From M23 to M36 Unique Publications/Contributions to Blogs: **>6** Different Blogs to Post: **>4**
Multimedia	The project will produce multimedia material (a short	ALL End-users focusing on Local Authorities and Revenant Actors.	From M09 to M36

	video for each trial) to have a self-explanatory and appealing presentation of the project, leveraging available distribution channels of promotion (e.g., YouTube, Vimeo). Also, a set of video interviews, both from scientific partners and citizens, to collect inputs, taking advantage of plenary meetings and events of relevance will be implemented – **WINGS** undertakes the task.		No. of short videos and interviews produced (in total): **4** Number of views: **>3,000**

The FLEXI-cross website, was developed and designed at M02 by the D&C Manager of the project, EBOS, who will be the responsible leader in monitoring the target audiences' engagement and visits in the project website. Also, with the contribution of all FLEXI-cross partners, EBOS will be updating the content of the project website, whilst providing information to the users concerning the project's progress, regarding various activities and project results promoted until the project comes to its end. The promotional material (i.e., factsheets, posters, brochures, flyers, etc.) of the project will also be available on the FLEXI-cross website, and the project partners and website users will be able to visit the "Dissemination and Communication" page of the website, and access and download the promotional material in PDF form.

In addition, the FLEXI-cross social media channels (i.e., LinkedIn, Twitter, Facebook and YouTube) have also been created by EBOS at M02, and have been presented during the Kick-off Meeting of the project which was successfully implemented in September 2022. The social media channels of the project, and the project website, have also been presented during the project partners' meetings and other project activities, and have been sent to all project partners via email in order to disseminate the website and social media content. The project partners who have already implemented actions in the project have shared a brief description of their activities in the "FLEXI-cross_WP4_T4.1_D&C Management" file (Annex VIII).

2.5 Joint Exploitation Strategy for the Uptake of FLEXI-cross' Results

Intending to achieve sustainability, continuity, and eventually prepare the ground for market entry for the project's results, the project consortium has drafted and agreed upon its initial exploitation intentions, which will consist of three phases: (a) Phase I (M01 until M18) setting the necessary conditions for the project's business plan, (b) Phase II (M19 until M36) that coins the exploitation, sustainability and go to market strategy, and (c) Phase III (starting at the end of the project) featuring the sustainability plan for the uninterrupted operation of the platform and the commercialisation

roadmap. Therefore, the FLEXI-cross exploitation strategy will ensure the optimal use of the KERs, and therefore, to speed up their uptake by targeted stakeholders, ensuring wide use and maximum impact to the economy, society and science, through formulating and communicating their Unique Value Proposition (UVP). FLEXI-cross will also exploit the most promising outcomes tailored to the needs of travellers and border authority workers through:

- A cooperative exploitation path, with roles aimed at ensuring the sustainability and wider uptake of the FLEXI-cross solutions, leveraging interested and committed stakeholders (by a group of partners);
- A path entailing the development of detailed exploitation plans by each individual partner, and commercialisation of the KERs produced by the involved partners.

The joint exploitation strategy for the uptake of the FLEXI-cross results falls under T4.3 “Market analysis, Exploitation, Commercialisation and Sustainability” and T4.4 “Impact generation and business, social and policy innovations”, and will be further analysed in D4.5 and D4.6, available in M16 and M35 respectively. Those are public deliverables, and report the commercialization and impact generation of the FLEXI-cross solutions including deployment/adoption planning, covering the business aspects.

Starting from the FLEXI-cross framework solution, the consortium will point out a list of individual assets identified as KERs that represent the prototypes, services, and tools to commercialize in the market. An initial market analysis will be conducted to identify the market trends, opportunities and business challenges within the scope of the FLEXI-cross proposed solution. At the same time, the segments of the target relevant market will be studied to describe the key stakeholders and the main competitors identified in the market segment of the FLEXI-cross project. Once the market landscape will be clear, the plan for the exploitation will introduce activities to make use of the results of the project to create value within the participating organizations and thus, to improve their competitive advantages by collecting the individual exploitation plan from the partner. Based on the individual exploitation plan, a unique exploitation path will be defined through a specific methodology. The exploitation path will have the objective to outline a joint exploitation strategy in terms of role definition, delivery model, and licensing policy. At the end, starting from the canvas presented in the Grant Agreement, a FLEXI-cross business model for the market will be outlined.

2.6 FLEXI-cross Capacity Building

This section refers to T4.2 “Capacity building with national & EU border authorities and training activities”, which aims to enable the continuous exchange of information with national and the European Union (EU) authorities (in both directions), as well as the communication with other relevant EU projects and initiatives. The main objective is to assist companies, individuals, organisations, or other relevant groups in improving their skills, services, and tools, and increase their competitiveness. With this intention, this task will target to address the logistics, administrative and EU regulations on the different authorities from different countries, to reach a high level of compliance and standardisation for the upcoming pilot cases of the FLEXI-cross project. Hence, BEIA, as the lead partner of this task, will be responsible for the end-users’ training activities, allowing them to use the FLEXI-cross platform and solutions, and providing guidance to interested third parties. Some actions identified by BEIA concerning T4.2 are:

- Create a stakeholder database at national levels (for each partner) and European level - input is needed from all partners;
- Research relevant EU projects and initiatives (together with EBOS);
- Research relevant administrative EU rules;
- Research compliance and normalization requirements;

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- Continuously engaging stakeholders through raising awareness and dissemination activities (factsheet for different stages of the project, flyers, posters, participating in specific events) - all partners involved;
- Tutorials and training material for the FLEXI-cross proposed solutions;
- Workshops and webinars aimed to potential customers/prospects.

The progress and outcomes concerning the above actions will be reported in deliverables D4.3, D4.4, and D4.5.

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3 FLEXI-cross liaison with other projects and clusters

This section emphasizes the liaison of FLEXI-cross with relevant activities, and specifically relevant projects and existing initiatives, to ensure that the proper links exist with the different Working Groups and other projects to build consensus and form key learnings on different perspectives applied in different environments. FLEXI-cross aims to increase the security and reliability of EU border checks for people and goods while enhancing and improving the border management capabilities, through the development, deployment and validation of a toolkit of innovative border-checking solutions, in real operational environments, addressing road, rail and port borders. The resulting flexibility and dynamicity of border check planning will offer novel capabilities such as the dynamic deployment of checkpoints and support via mobile applications for border personnel while guaranteeing a high level of security, the privacy of personal data and the protection of people's fundamental rights.

Therefore, the project partners EBOS and BEIA, leading T4.1 and T4.2, will work together to come across synergies that promote objectives, similar to the FLEXI-cross objectives and methodology, in order to ensure that collaboration with other relevant initiatives will take place, and that clustering activities will meet common ground. Also, in close collaboration with existing projects and initiatives, FLEXI-cross will accelerate the adoption of the proposed dynamic, flexible and mobile technological solutions by the EU border authorities, and maximize the resulting impact on daily border management and operation. To further analyse, capitalising competencies of the consortium and its rich network, FLEXI-cross will accelerate the adoption and take up of the project's results in Europe and beyond through wide Dissemination, Communication and Exploitation (D&C&E) means, as well as demonstrate flexibility, user acceptance and facilitate the technology transfer via potential synergies such as the European Border and Coast Guard and of its Agency (Frontex), Horizon Europe Cluster 3-5 projects, policy-makers, the Digital Europe Programme and other research and social innovation projects, as well as other relevant by other Framework Programmes projects and beyond. FLEXI-cross is well positioned in terms of the state-of-the-art and provides concrete opportunities for synergies and knowledge exchange, capitalising on existing contacts from the consortium members as stated in the GA, and Table 6.

Table 6 - FLEXI-cross liaison with other projects and clusters

Project	Title	Description	FLEXI-cross partners	Links to project
TRESSPASS	robusT Risk basEd Screening and alert System for PASSengers and luggage.	H2020 innovation action (IA) which, with regards to modalities, includes air, maritime and land (including car and train) border crossing points, and specifically also travel routes that combine different modalities. It excludes border crossings outside of border crossing points, such as happens with boats of refugees on the Mediterranean. With regards to threats, this includes smuggling, irregular immigration,	KEMEA, HPOL	FLEXI-cross will benefit from the understanding gained through the development of the cohesive risk-based border management concept that was acquired from this project.

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		cross border crime, and terrorism, including threats to the transport itself. Grant agreement ID: 787120 (Jun 2018 – Nov 2021).		
EFFECTOR	An End-to-end Interoperability Framework For MaritimE Situational Awareness at StrategiC and TacTical OpeRations.	H2020 innovation action aiming to enhance maritime surveillance, improve decisions support, and foster collaboration of maritime stakeholders by implementing an Interoperability Framework and associated Data Fusion and Analytics services for Maritime Surveillance and Border Security that will allow faster detection of new events, better informed decision making, achievement of a joint understanding and undertaking of a situation across borders, allowing seamless cooperation between operating authorities and on-site intervention forces ensuring that all existing privacy and data protection rules are fully respected. Grant agreement ID: 883374 (Oct 2020 – Mar 2022).	ENG, ICCS, KEMEA, HPOL	FLEXI-cross will capitalize on the development process of a multi-layered data fusion platform for end-to-end interoperability and exploitation of identified standards.
iBorderCTRL	Intelligent Portable Control SyStem.	A H2020 project, envisages to enable faster thorough border control for third country nationals crossing the borders of EU, with technologies that adopt the future development of the Schengen Border Management. iBorderCtrl	ICCS, KEMEA	FLEXI-cross will employ experience and knowledge such as the mobility concepts, processes designed to reduce cost/time spent per traveller at the crossing station, as well as

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		designs and implements a system that adopts mobility concepts and consists of a two-stage procedure, designed to reduce cost/time spent per traveller at the crossing station. It leverages software and hardware technologies ranging from portable readers/scanners, various emerging and novel subsystems for automatic controls, wireless networking for mobile controls, and secure backend storage and processing. Multiple technologies check validity and authenticity of parameters (e.g., travel documents, visa, face recognition of traveller using passport picture, real-time automated non-invasive lie detection in interview by officer, etc.). Grant agreement ID: 700626 (Sept 2016 – Aug 2019).		technologies used will be considered.
BorderUAS	Semi-autonomous border surveillance platform combining next generation unmanned aerial vehicles with ultra-high-resolution multi-sensor surveillance payload.	A H2020 RIA project which combines for the first time a multi-role lighter-than-air (LTA) unmanned aerial vehicle (UAV) with an ultra-high resolution multi-sensor surveillance payload supporting border surveillance as well as search & rescue applications, and specifically rough terrain detection. The sensor payload will include synthetic aperture radar (SAR), laser detection and ranging (LADAR), shortwave/longwave infrared (SWIR/LWIR) and acoustic cameras for	KEMEA, GIBP, HPOL	FLEXI-cross will utilize the knowledge related to UAVs use in border surveillance that was acquired from this project.

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		direct target detection, as well as optical and hyperspectral cameras for indirect detection (via vegetation disturbance). Grant agreement ID: 883272 (Jun 2020 – Nov 2023).		
VITAL-5G	Vertical Innovations in Transport and Logistics over 5G experimentation facilities	The VITAL-5G project is an H2020 IA with the objective to advance the offered transport & logistics (T&L) services by engaging significant logistics stakeholders (Sea and River port authorities, road logistics operators, warehouse/hub logistic operators, etc.) as well as innovative SMEs and offering them an open and secure virtualized 5G environment to test, validate and verify their T&L related cutting-edge Network Applications.	BEIA, EBOS, WINGS (Project Coordinator)	FLEXI-cross will employ the distributed data ingestion and processing engines developed in VITAL-5G for sensor/IoT data, and will also utilize parts of the platform developed by WINGS for the Greek use case, to be reused for the trials in the GR-BG borders.
ANDROMEDA	An EnhaNceD Common InfoRmatiOn Sharing EnvironMent for BordEr CommanD, Control and CoordinAtion System.	A H2020 IA project which aimed to unlock the full capabilities of the CISE by enhancing the Maritime CISE Model and by extending its scope to the Land Surveillance domain and to demonstrate the solutions in real operational environment.	ENG, ICCS, KEMEA, HPOL	FLEXI-cross will adopt and extend the INUS platform, so as to support tethered operation of the UAV, on demand and easy deployment in BCPs and provide motion dynamics of persons and identification of abnormal behaviour of group of persons.

Besides the actions defined in Table 6, EBOS, ENG, and ICCS discussed synergies with the INGENIOUS [1] project, which aims to assist First Responders to be more effective and save more lives during natural and manmade disasters and crises by exploiting novel technologies. The project is developing, integrating, testing and validating a Next Generation Integrated Toolkit for Collaborative Response, which ensures a high level of Protection and Augmented Operational Capacity to respond to the disaster scene. As INGENIOUS is officially completed end of February 2023, the project's Final Event is held online on the 31st of January 2023. The FLEXI-cross Project Coordinator (PC) and the D&C

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Manager of the FLEXI-cross project have virtually attended the INGENIOUS Final Event to present the FLEXI-cross project and its current activities.

In addition, the project partners from KEMEA contacted EBOS to exchange views on new collaborations with other existing projects such as PROMENADE [2] and NESTOR [3]. Briefly, PROMENADE is an H2020 project, which aims to promote the collaborative exchange of information between maritime surveillance authorities. The main goal is to move forward market exploitation through the provision of a new toolkit, based on AI technologies, able to speed and optimize the analysis of the great amount of data collected via several sources, to detect threats at a global scale, faster and with more precision, preventing the reach of EU waters. NESTOR addresses a common challenge among EU countries, namely, the protection and safeguarding of the European marine and land borders. To this end, NESTOR aims to demonstrate a fully functional next-generation holistic border surveillance system providing pre-frontier situational awareness beyond maritime and land borders, following the concept of the European Integrated Border Management. Since PROMENADE is estimated to end in March 2023, and NESTOR in April 2023, ENG, BEIA and EBOS met virtually to discuss collaboration with the two projects. The PC confirmed that ENG will email the partner representatives of NESTOR and PROMENADE to examine possible scenarios for collaboration before their closure.

Lastly, ENG is going to attend the “Projects to Policy Seminar” organised by the European Research Executive Agency (REA) C2 unit and the Directorate-General for Migration and Home Affairs F2 unit (DG HOME). The event is the fourth edition of the “Projects to Policy Seminar” (PPS), which will take place in Brussels from 14 to 15 of June 2023, and all funded projects under the Cluster 3 (CL3) Secure Societies Call 2021 will also attend to set up a two-way communication between the Commission and the projects participating in the event. The PC and another representative from ENG will take FLEXI-cross to the event, to show policy makers and the rest of the attendees how the project can contribute to policies related to civil security and other relevant policies that can benefit from the project’s results and enhance their practices and encourage their development. During the event, the various projects’ representatives, with the support of the EC policy officers will execute a series of workshops, emphasising dissemination, communication and exploitation aspects.

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4 Monitoring Framework

The FLEXI-cross project partners planned a vigorous methodology for everyone in the consortium to follow. This strategic planning is defined to ensure that all target values are effectively achieved, and that all activities, documents, and materials developed in the project, are of a good quality. Table 7 presents the end results and targets relevant to the D&C activities of the project, and the achieved values until M06.

Table 7 - FLEXI-cross D&C Activities, Metrics, Target and Current Values

D&C&E Target Values			
D&C&E	**Activity/Metrics**	**Target Values**	**Current Values (M06)**
Dissemination	Publishing in Peer-review Journals	>5	0
	Online and Physical Training Tutorials/Webinars/Training Sessions	>6	0
	Symposiums/Fairs to participate & Brochures to be distributed	>5 & >400	0
	Standards Contribution	>3	0
	Policy Recommendations	>3	0
	Presenting in Scientific Conferences	>20	0
	Publishing Technical Publications	>20	0
	Public Deliverables	>7	2
	Scientific Conversations to Participate/Contribute	>25	0
	Source Code published to 2 repositories (GitHub and Bitbucket)	>2	0
	Participation in Industrial Exhibitions with Booths	>6	0
	Technical Workshops	>5	0
Communication	Project Website: Online by M02 Visitors by M12 Visitors by M36	 1000 2500	 Available 135 N/A
	Social Media: Twitter, LinkedIn, Facebook, Podcasts, YouTube, Vimeo	>4000 (M36) & monthly average impressions >500	189 667
	e-Newsletters & Email Campaigns: e-Newsletters contributed/released Total Mailing List Contact Points	 >9 >1500	 1 67
	Blocks: Unique Publications/Contributions to Blogs Different Blogs to Post	 >6 >4	 0 0

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	General Spreading: Press releases Events co-organised with local authorities Attendance per event	 >10 >3 >1000	 1 0 0
	Joint activities with relevant actions: Number of relevant initiatives and clusters to contribute Co-organised activities	 >5 >4	 0 0
	Printed Material: No. of hard copies (i.e., brochures, flyers, posters, etc.) distributed Roll-up Banners	 >2000 >4	 0 0
	Multimedia: No. of short videos and interviews produced (in total) Number of views	 >4 >3000	 0 0
Exploitation	A free open-source and an under-service fees version of the FLEXI-cross Border Check Toolkit, Scalable Border-crossing Procedures & Data Processing Tools.		

As the Tracker Tool "FLEXI-cross_WP4_T4.1_D&C Management" will be regularly monitored by the D&C Manager of the project, and constantly updated by all project members, the tool consists of various tabs, including a dedicated tab (Annex IX) to track the progress and the values achieved concerning all the D&C activities of the project. EBOS will be communicating with all project partners, who will be responsible to update the respective partner about their achieved activities and values in the project. Thus, only the D&C Manager will be responsible to update the dedicated tab as shown in Annex IX, as the lead partner of these activities.

To periodically report the current values of the various D&C activities, EBOS will also use Google Analytics results, which, as already mentioned, is another successful tool that provides detailed analytics on the users' visits to the project's website. The same approach will be followed to collect information and followers' commitment concerning the FLEXI-cross social media channels. The users' and followers' engagement will be reported in the intermediate version of this report, and the Tracker Tool. This is merely, to keep track of the desired target values and plan in case more drastic actions need to be taken for activities to be fulfilled.

4.1 Next Actions

The WP4 Task Leaders have identified some indicative key-actions to be implemented during the next months of the project. Such actions refer to T4.1, T4.2, T4.3, and T4.4. In regard to T4.1 "Dissemination, communication and collaboration activities", EBOS will make sure that all the D&C activities of the project are disseminated on the project's social media channels and website, and that all project partners will implement the activities for which they are responsible for in the project. EBOS will be constantly contacting the FLEXI-cross members (i.e., via email, online calls, etc.) in order to ensure that all activities and target values described in Sections 2 and 4 are achieved.

Concerning T4.2 "Capacity building with national & EU border authorities and training activities" (M07-M35) led by BEIA, the actions defined for the forthcoming months are:

- Identification of stakeholders at national and EU levels (in cooperation with all partners)
- Identification of relevant EU projects and initiatives (in cooperation with T4.1)
- Identification of relevant administrative EU regulations

- Identification of relevant compliance and standardization requirements
- Identification of dissemination events at national and EU levels (in cooperation with all partners)

Subsequently, as the pilot cases are developed and the project's solutions are tested and validated, training activities will be designed and carried out, based on the knowledge and know how acquired in WP2 and WP3.

Related to the T4.3 "Market analysis, Exploitation, Commercialisation and Sustainability" (M01-M35) led by ENG, the actions for the next months are:

- Consolidation of the Table of Contents for D4.5;
- Decomposition of the activities in objectives with description, subtask, partners to be involved, and deadline;
- Market analysis development;
- Project feasibility setting up;
- KERs' identification;
- Analysis of the different level of exploitation of the project results;
- Definition of the project exploitation strategy.

Lastly, related to T4.4, the IPR and the business, social and policy innovation are to be triggered with a strategy for each as per the below:

1. IPR will be based on a three-phases strategy:

    a. IPR at proposal phase: Background IPRs are identified during the proposal phase;
    b. IPR during the project implementation: Foreground to be derived during the project implementation and from the potential trials, while ensuring that any IPR generated shall rest with the industry that created it and can further exploit it commercially;
    c. Post project IPR: pre-identified and newly generated IPRs could be protected, and the flexi-cross toolkit will remain open as community edition and research partners of the consortium will sustain it and could deliver as well a commercial edition enriched with new integrated data and services.

2. Business, social and policy innovation, will be based on the below strategy:

    a. Define the target organization and authorities which can benefit from the flexi-cross project;
    b. Understand the current business, social and policy regulations;
    c. Define the gaps;
    d. Recommend improvements based on the experience and challenges faced in the project.

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5 Conclusions

This deliverable, which is linked to WP4 “Impact Maximisation and Outreach” and T4.1 “Dissemination, communication and collaboration activities”, is dedicated to the D&C activities of the project, with a brief emphasis on capacity-building, and joint exploitation activities as well. The FLEXI-cross partners’ planning of actions towards disseminating and communicating the project progress and outcomes to the relevant stakeholders and the general audience is provided in this document, as part of their strategy. With this in mind, the visual identity of the project plays a significant role, as it works as a key practice in reaching out to the project’s stakeholders and the wider community, and keeping them engaged to the various activities and achievements throughout the project lifecycle.

Hence, the responsibilities of each partner in the project are also strategically provided, as the expertise of each partner organization in the project plays a key-role in achieving a greater impact during, and after the project closure. All project partners aim to collaborate to reach the project’s target values and create a knowledge sharing through the use of various dissemination and communication channels and means, and approach new projects, relevant to the FLEXI-cross scope and objectives, to arrange joint activities to disseminate common project elements and results.

All activities under T6.1 will be closely monitored by EBOS, with the contribution of all the FLEXI-cross partners. An added value in better monitoring the D&C activities and keeping track of what is achieved in the project is the “FLEXI-cross_WP4_T4.1_D&C Management” Tracker Tool, which was created by EBOS and is uploaded on the project’s common repository, Microsoft Teams. The intermediate version of D4.2 will provide a detailed description and analysis of the progress, developments, and achievements of the FLEXI-cross consortium accomplished by M18.

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List of References

[1] INGENIOUS. (n.d.). Retrieved February 14, 2023, from https://ingenious-first-responders.eu/

[2] Promenade Project. (2023, January 27). Retrieved February 14, 2023, from https://www.promenade-project.eu/

[3] NESTOR Project. (2022, January 28). Retrieved February 14, 2023, from https://nestor-project.eu/

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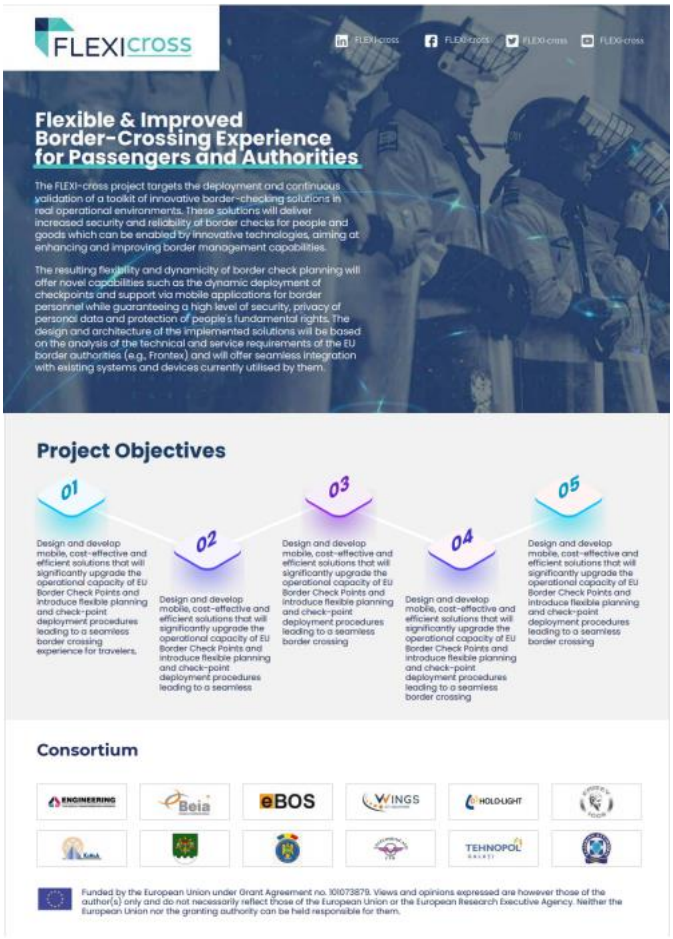
Annex I: FLEXI-cross Factsheet



Annex II: FLEXI-cross 1st Newsletter

View this email in your browser

FLEXIcross

WELCOME TO THE 1ST FLEXI-cross NEWSLETTER!

It's time to fill you in on the beginnings and latest updates of the FLEXI-cross project.

THE PROJECT

FLEXI-cross targets the deployment and continuous validation of a toolkit of innovative border-checking solutions in real operational environments. These solutions will deliver increased security and reliability of border checks for people and goods, which can be enabled by innovative technologies [5G and Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning (ML), Big Data and Predictive Analytics, Cloud and Edge Computing and more], aiming at enhancing and improving the border management capabilities.

The resulting flexibility and dynamicity of border check planning will offer novel capabilities, such as the dynamic deployment of checkpoints and support via mobile applications for border personnel while guaranteeing a high level of security, the privacy of personal data, and the protection of people's fundamental rights. The design and architecture of the implemented solutions will be based on the analysis of the technical and service requirements of the EU border authorities (e.g., Frontex) and will offer seamless integration with existing systems and devices currently utilised by them.

FLEXI-cross OBJECTIVES

01 **Objective 1**

02 **Objective 2**

03 **Objective 3**

04 **Objective 4**

05 **Objective 5**

FLEXI-cross USE CASES

The FLEXI-cross project will instantiate three representative Use Cases (UCs) covering road, port and rail-based border-crossing conditions in three different sites, namely the Danube-based port of Galati in Romania, the Greek-Bulgarian borders at Ormenio, and the Romanian-Moldovan rail crossing. More specifically:

1. UC1 (Romania/Galati port): Enhanced protection and biometric checks for European ports.
2. UC2 (Greece-Bulgaria borders): Intelligent and dynamic customs procedures for improved border-crossing experience on the road.
3. UC3 (Romania- Moldova borders): Intelligent, secure and portable border checking system, for the facilitation of rail travel.

KICK-OFF MEETING

The kick-off meeting for the FLEXI-cross took place virtually on the 12th of September 2022! Dr. Giuseppe Vella, the Project Coordinator chaired the meeting, representing Engineering Ingegneria Informatica S.p.A (ENG) in Italy. The project partners (ENG, BEIA, EBOS, WINGS, HOLO, ICCS, KEMEA, GIBP, IGPF, TCCFR, ATG, and HPOL) introduced themselves and explained in detail their roles and responsibilities in the project.

The FLEXI-cross consortium shared their knowledge and expertise concerning border-cross checks and discussed possible scenarios in regard to improved experiences for passengers, and border authorities' staff. They focus their attention on the core tools and technologies for the development of the FLEXI-cross toolkit and trail configuration, and on the creation of various synergies and associations that can benefit from the FLEXI-cross solutions.

FLEXI-cross UPDATES!

The FLEXI-cross consortium has identified the operational, security, ethical and legal requirements of National and EU border authorities, EU agencies and passengers, which will drive the project's UCs and the solution architecture. Hence, the project partners have conducted surveys in their home countries, in order to collect data from (a) border authorities and relevant agencies, (b) passengers and, (c) define and communicate the necessary user requirements. More specifically, the project partners, GIBP, IGPF, TCCFR, ATG, and HPOL distributed questionnaires to a satisfying number of passengers who are crossing border checkpoints (BCPs) such as ports, roads, and railways in the partners' countries, collecting experiences and key-requirements. The attention of this activity was to acknowledge the challenges passengers, border authorities and EU agencies come across in the BCPs taking into account the legal framework, while emphasizing also the border checking procedures and the use of existing and emerging technologies. The results of those activities will be reported in Deliverable 1.1 "Report on EU border authorities & passenger requirements for border-crossing procedures", which is a restricted document, and will be submitted at the end of February 2023.

Following the work implemented, the project partners are currently working on the definition of UCs and their corresponding Key Performance Indicators, in order to be able to design cutting-edge border-checking facilities, systems, and processes addressing the requirements of the national and EU border authorities, and validate the proposed FLEXI-cross solutions in real-life border crossing environments. The use case specifications will also act as a driver for the necessary supported functionality from the FLEXI-cross platform and the offered tools therein.

FOLLOW FLEXI-cross & INTERACT WITH US!

Annex III: FLEXI-cross 1st Press Release

Press Release

September 2022

Flexible and Improved Border-Crossing Experience for Passengers and Authorities

FLEXI-cross kick-off meeting!

Our kick-off meeting for the FLEXI-cross took place virtually on the **12th of September 2022**! **Dr. Giuseppe Vella**, the Project Coordinator chaired the meeting, representing Engineering Ingegneria Informatica S.p.A (ENG) in Italy.

FLEXI-cross Concept

FLEXI-cross targets the **deployment and continuous validation of a toolkit of innovative border-checking solutions in real operational environments**. These solutions will **deliver increased security and reliability of border checks for people and goods**, which can be enabled by **innovative technologies** [5G and Internet of Things (IoT), Artificial Intelligence (AI), Machine Learning (ML), Big Data and Predictive Analytics, Cloud and Edge Computing and more], aiming at enhancing and improving the border management capabilities.

The resulting flexibility and dynamicity of border check planning will offer novel capabilities, such as the **dynamic deployment of checkpoints and support via mobile applications for border personnel** while guaranteeing a high level of security, the privacy of personal data, and the protection of people's fundamental rights. The design and architecture of the implemented solutions will be based on the **analysis of the technical and service requirements of the EU border authorities** (e.g., Frontex) and will **offer seamless integration with existing systems and devices** currently utilised by them.

The FLEXI-cross project will instantiate **three representative Use Cases covering road, port and rail-based border-crossing conditions** in three different sites, namely the Danube-based

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Annex IV: FLEXI-cross Deliverable Template

Dx.x - Deliverable title

Grant Agreement No	101073879	**Acronym**	FLEXI-cross
Full Title	Flexible and Improved Border-Crossing Experience for Passengers and Authorities		
Start Date	01/09/2022	**Duration**	36 months
Project URL	https://flexicross-project.eu/		
Deliverable			
Work Package			
Contractual due date		**Actual submission date**	
Nature		**Dissemination Level**	
Lead Beneficiary			
Responsible Author			
Contributions from			
Internal reviewers			

Dissemination Level

- ☐ PU: Public
- ☐ R-UE/EU-R: Restreint-UE/EU-Restricted
- ☐ SEN: Sensitive

Funded by the European Union

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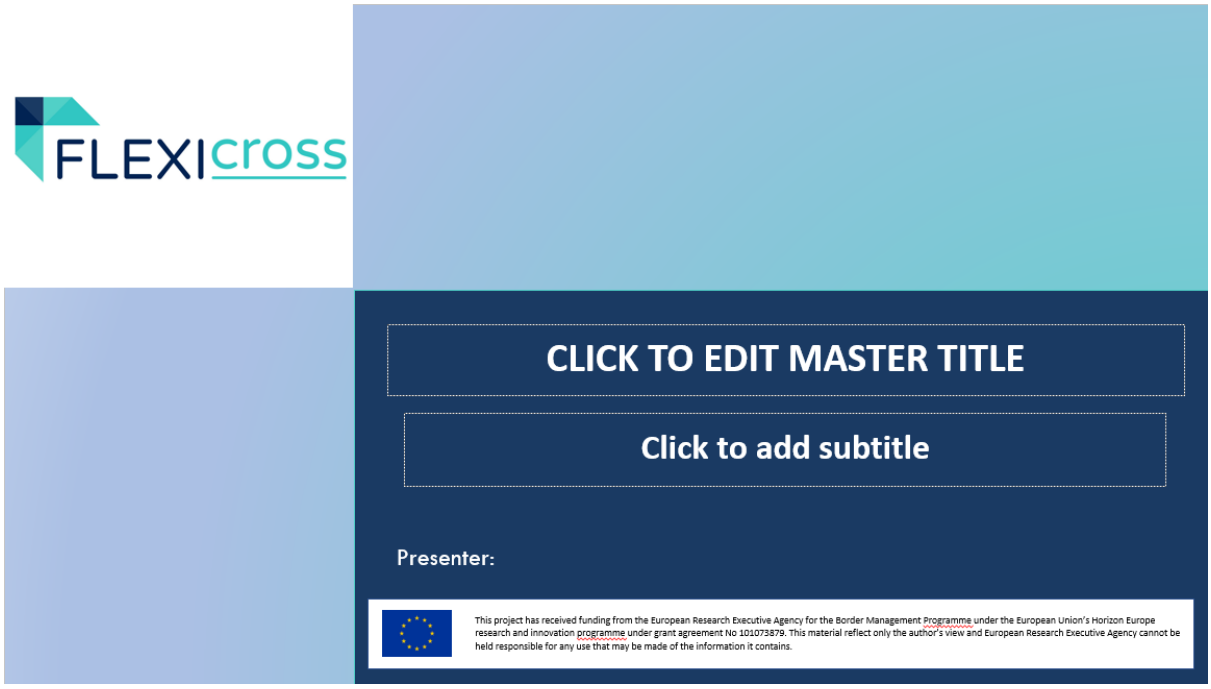
Annex V: FLEXI-cross Presentation Template



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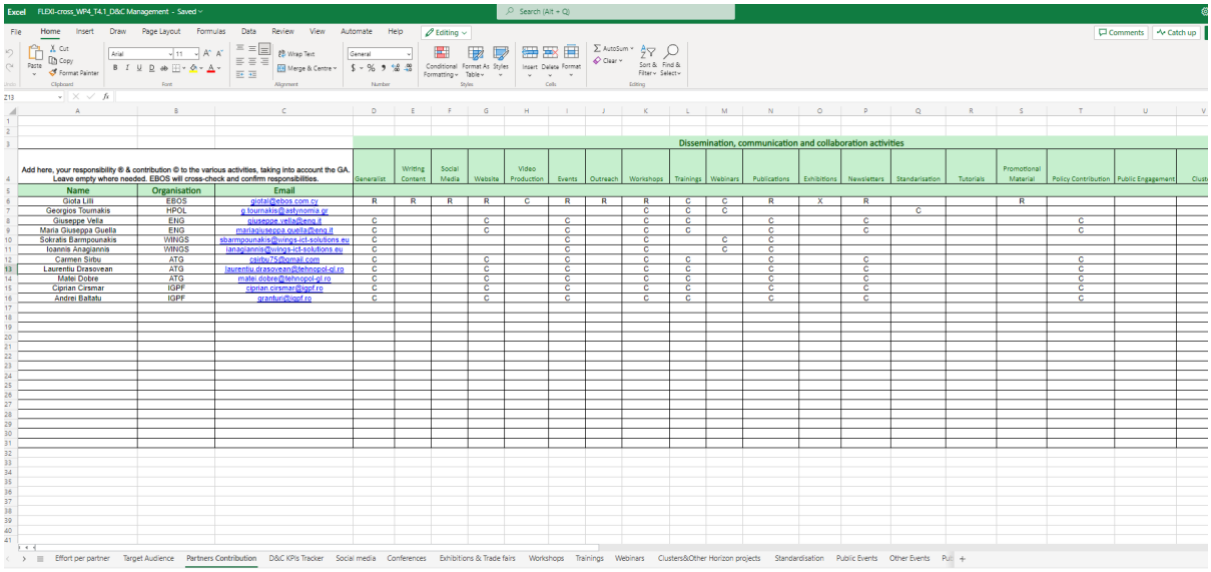
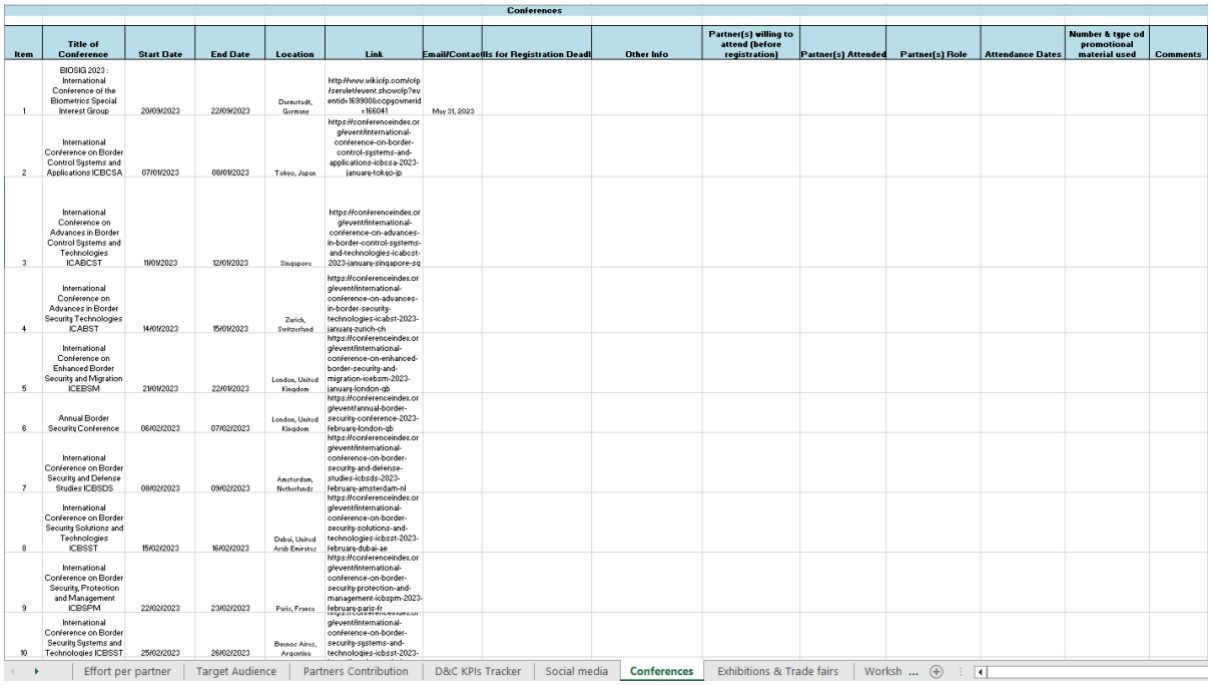
Annex VI: FLEXI-cross_WP4_T4.1_D&C Management Tracker Tool



Add here, your responsibility ® & contribution © to the various activities, taking into account the GA. Leave empty where needed. EBOS will cross-check and confirm responsibilities.			Dissemination, communication and collaboration activities																		
Name	Organisation	Email	Generalist	Writing Content	Social Media	Website	Video Production	Events	Outreach	Workshops	Trainings	Webinars	Publications	Exhibitions	Newsletters	Standardisation	Tutorials	Promotional Material	Policy Contribution	Public Engagement	Clust
Giota Lili	EBOS	giotal@ebos.com.cy	R	R	R	R	C	R	R	R	C	C	R	X	R			R			
Georgios Tournakis	HPOL	g.tournakis@astynomia.gr								C	C	C				C					
Giuseppe Vella	ENG	giuseppe.vella@eng.it	C			C		C		C	C		C		C				C		
Maria Giuseppa Guella	ENG	mariagiuseppa.guella@eng.it	C			C		C		C	C		C		C				C		
Sokratis Barmpounakis	WINGS	sbarmpounakis@wings-ict-solutions.eu	C					C		C		C	C								
Ioannis Anagiannis	WINGS	ianagiannis@wings-ict-solutions.eu	C					C		C		C	C								
Carmen Sirbu	ATG	csirbu75@gmail.com	C			C		C		C	C		C		C				C		
Laurentiu Drasovean	ATG	laurentiu.drasovean@tehnopol-gl.ro	C			C		C		C	C		C		C				C		
Matei Dobre	ATG	matei.dobre@tehnopol-gl.ro	C			C		C		C	C		C		C				C		
Ciprian Cirsmar	IGPF	ciprian.cirsmar@igpf.ro	C			C		C		C	C		C		C				C		
Andrei Baltatu	IGPF	grantun@igpf.ro	C			C		C		C	C		C		C				C		

Annex VII: FLEXI-cross_WP4_T4.1_D&C Management Tracker Tool – Conferences tab

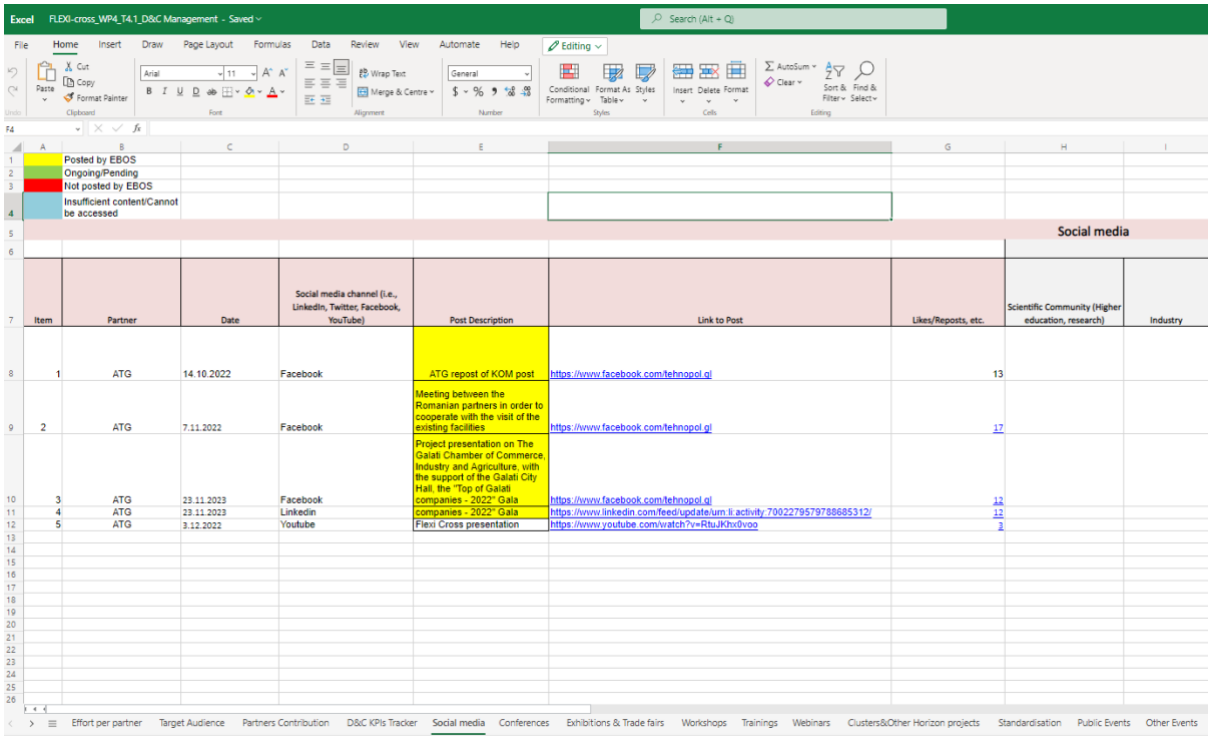


Conferences

Item	Title of Conference	Start Date	End Date	Location	Link	Email/Contact	lls for Registration Deadl	Other Info	Partner(s) willing to attend (before registration)	Partner(s) Attended	Partner(s) Role	Attendance Dates	Number & type od promotional material used	Comments
1	BIOSIG 2023 : International Conference of the Biometrics Special Interest Group	20/09/2023	22/09/2023	Darmstadt, Germany	http://www.wikicfp.com/cfp/servlet/event.showcfp?eventid=169000&copyownerid=166041	May 31, 2023								
2	International Conference on Border Control Systems and Applications ICBCSA	07/01/2023	08/01/2023	Tokyo, Japan	https://conferenceindex.org/event/international-conference-on-border-control-systems-and-applications-icbcsa-2023-january-tokyo-jp									
3	International Conference on Advances in Border Control Systems and Technologies ICABCST	11/01/2023	12/01/2023	Singapore	https://conferenceindex.org/event/international-conference-on-advances-in-border-control-systems-and-technologies-icabcst-2023-january-singapore-sg									
4	International Conference on Advances in Border Security Technologies ICABST	14/01/2023	15/01/2023	Zurich, Switzerland	https://conferenceindex.org/event/international-conference-on-advances-in-border-security-technologies-icabst-2023-january-zurich-ch									
5	International Conference on Enhanced Border Security and Migration ICEBSM	21/01/2023	22/01/2023	London, United Kingdom	https://conferenceindex.org/event/international-conference-on-enhanced-border-security-and-migration-icebsm-2023-january-london-gb									
6	Annual Border Security Conference	06/02/2023	07/02/2023	London, United Kingdom	https://conferenceindex.org/event/annual-border-security-conference-2023-february-london-gb									
7	International Conference on Border Security and Defense Studies ICBSDS	08/02/2023	09/02/2023	Amsterdam, Netherlands	https://conferenceindex.org/event/international-conference-on-border-security-and-defense-studies-icbsds-2023-february-amsterdam-nl									
8	International Conference on Border Security Solutions and Technologies ICBSST	15/02/2023	16/02/2023	Dubai, United Arab Emirates	https://conferenceindex.org/event/international-conference-on-border-security-solutions-and-technologies-icbsst-2023-february-dubai-ae									
9	International Conference on Border Security, Protection and Management ICBSPM	22/02/2023	23/02/2023	Paris, France	https://conferenceindex.org/event/international-conference-on-border-security-protection-and-management-icbspm-2023-february-paris-fr									
10	International Conference on Border Security Systems and Technologies ICBSST	25/02/2023	26/02/2023	Buenos Aires, Argentina	https://conferenceindex.org/event/international-conference-on-border-security-systems-and-technologies-icbsst-2023-									

Effort per partner | Target Audience | Partners Contribution | D&C KPIs Tracker | Social media | Conferences | Exhibitions & Trade fairs | Worksh ...

Annex VIII: FLEXI-cross_WP4_T4.1_D&C Management Tracker Tool – Social media tab

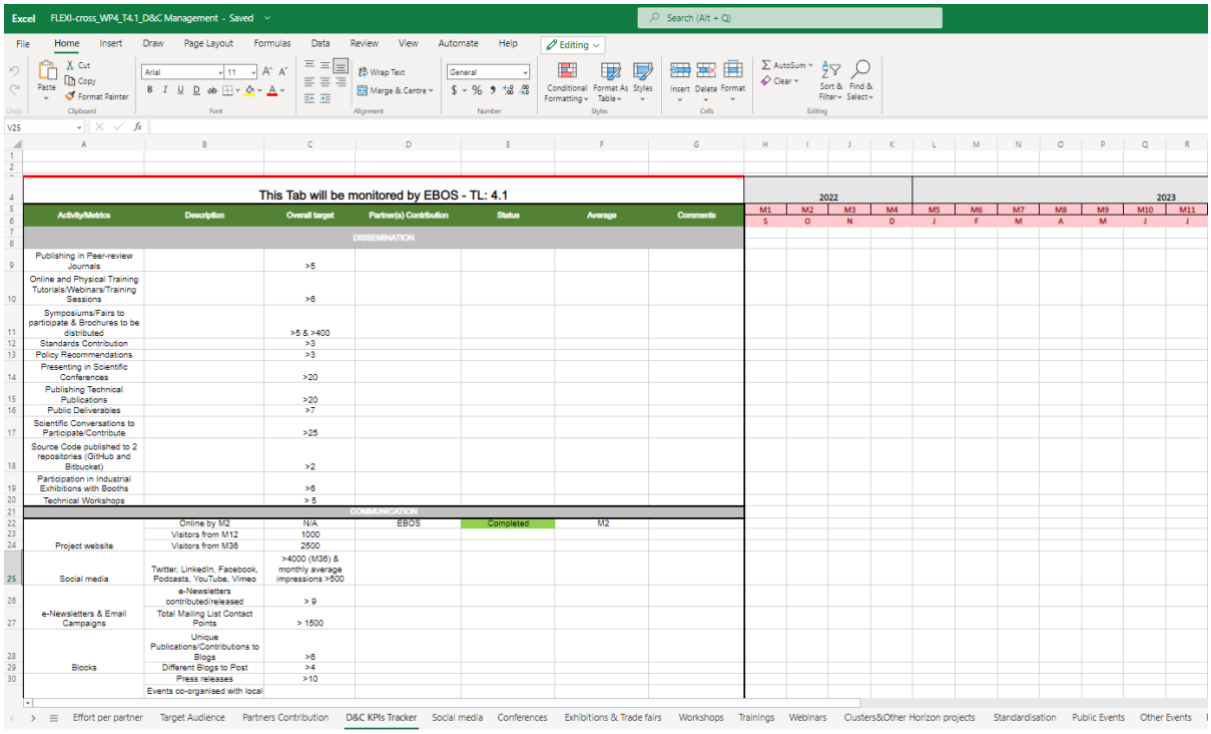


	Posted by EBOS
	Ongoing/Pending
	Not posted by EBOS
	Insufficient content/Cannot be accessed

Social media

Item	Partner	Date	Social media channel (i.e., LinkedIn, Twitter, Facebook, YouTube)	Post Description	Link to Post	Likes/Reposts, etc.	Scientific Community (Higher education, research)	Industry
1	ATG	14.10.2022	Facebook	ATG repost of KOM post	https://www.facebook.com/tehnopol.gl	13		
2	ATG	7.11.2022	Facebook	Meeting between the Romanian partners in order to cooperate with the visit of the existing facilities	https://www.facebook.com/tehnopol.gl	17		
3	ATG	23.11.2023	Facebook	Project presentation on The Galati Chamber of Commerce, Industry and Agriculture, with the support of the Galati City Hall, the "Top of Galati companies - 2022" Gala	https://www.facebook.com/tehnopol.gl	12		
4	ATG	23.11.2023	Linkedin	companies - 2022" Gala	https://www.linkedin.com/feed/update/urn:li:activity:7002279579788685312/	12		
5	ATG	3.12.2022	Youtube	Flexi Cross presentation	https://www.youtube.com/watch?v=RtuJKhx0voo	3		

Annex IX: FLEXI-cross_WP4_T4.1_D&C Management Tracker Tool - D&C KPIs Tracker tab



This Tab will be monitored by EBOS - TL: 4.1

Activity/Metrics	Description	Overall target	Partner(s) Contribution	Status	Average	Comments	2022 M1 S	M2 O	M3 N	M4 D	2023 M5 J	M6 F	M7 M	M8 A	M9 M	M10 J	M11 J
DISSEMINATION																	
Publishing in Peer-review Journals		>5															
Online and Physical Training Tutorials/Webinars/Training Sessions		>6															
Symposiums/Fairs to participate & Brochures to be distributed		>5 & >400															
Standards Contribution		>3															
Policy Recommendations		>3															
Presenting in Scientific Conferences		>20															
Publishing Technical Publications		>20															
Public Deliverables		>7															
Scientific Conversations to Participate/Contribute		>25															
Source Code published to 2 repositories (GitHub and Bitbucket)		>2															
Participation in Industrial Exhibitions with Booths		>6															
Technical Workshops		> 5															
COMMUNICATION																	
	Online by M2	N/A	EBOS	Completed	M2												
	Visitors from M12	1000															
Project website	Visitors from M36	2500															
Social media	Twitter, LinkedIn, Facebook, Podcasts, YouTube, Vimeo	>4000 (M36) & monthly average impressions >500															
e-Newsletters & Email Campaigns	e-Newsletters contributed/released	> 9															
	Total Mailing List Contact Points	> 1500															
Blocks	Unique Publications/Contributions to Blogs	>6															
	Different Blogs to Post	>4															
	Press releases	>10															
	Events co-organised with local																